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STATISTICAL
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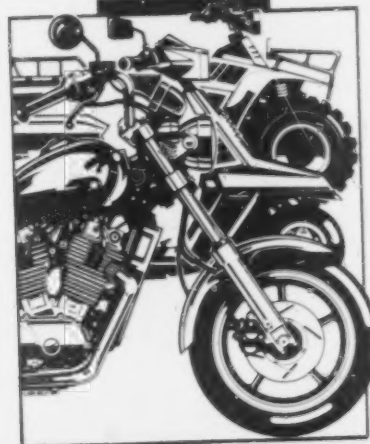


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MOTORCYCLE INDUSTRY COUNCIL, INC.

1986
MOTORCYCLE
STATISTICAL
ANNUAL



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The cooperation of the many contributors to this annual is gratefully acknowledged. The source note below each table credits the various government and private organizations which have provided information for the Statistical Annual.

Cover and section illustrations by Hector Cademartori.

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MOTORCYCLE INDUSTRY COUNCIL, INC.

Today it is estimated that 7.7 million motorcycles, scooters, and ATVs are in use in this country. In 1985 alone the motorcycle industry generated an estimated 7.2 billion dollars in consumer sales and services and state taxes and licensing in the U.S.

The motorcycle market experienced phenomenal growth during the 1960's and early 1970's. From 1960 to 1975 motorcycle registrations increased tenfold, while automobile registrations only doubled. By the early 1980's the motorcycle market had evolved into a stable and mature phase of growth. Some segments of the market, however, are showing strong growth as new products are introduced and marketing efforts are intensified.

Compared with automobiles, the low cost of owning and operating a motorcycle or scooter has attracted many buyers with no, or very little, previous riding experience. Since the early 1970's the motorcycle industry has been active in developing and implementing motorcycle rider education and licensing programs, and conducting safety research and public information programs through the Motorcycle Safety Foundation.

Motorcycles in the 1980's are cleaner in terms of air pollutants than motorcycles in the past. National exhaust emission controls for new motorcycles began in 1978. Although motorcycles contributed less than 1 percent of the total hydrocarbon emissions nationwide before controls, the motorcycle industry supported the adoption of uniform national standards to regulate exhaust emissions.

The motorcycle industry's continuing commitment to reduce sound levels in our environment has been demonstrated by the production of quiet motorcycles and aftermarket exhaust systems. Many new models are as quiet as new automobiles. With the support of the industry, the U.S. Environmental Protection Agency set uniform national noise standards for new motorcycles and mopeds produced after 1981. MIC actively assists noise enforcement authorities in cost-efficient programs for motorcycle noise control.

The MIC also sponsors a public service program for television, radio, magazines, and newspapers to encourage motorcycle rider responsibility in noise reduction and environmental protection. The theme is "Ride Aware-Show You Care."

The use of motorcycles and ATVs for off-highway recreation has grown significantly in the past ten years. The motorcycle industry and responsible riders understand that unrestricted vehicle use can damage certain fragile environments and that well managed facilities provide the best opportunity for off-highway recreation. The industry has been working with state and Federal government agencies to encourage intelligent land planning and management based on equitable multiple use which can benefit all outdoorsmen, including those who ride the 4.1 million motorcycles and ATVs used for off-highway recreation.

Each year the MIC receives countless inquiries for statistical data and trends within the motorcycle industry. The information in this publication has been gathered to provide a comprehensive, orderly and accurate source of motorcycle statistics in response to those numerous requests. We welcome your comments for future editions.



MOTORCYCLE INDUSTRY COUNCIL, INC.

The Motorcycle Industry Council is a nonprofit national trade association representing manufacturers and distributors of motorcycles, all-terrain vehicles, scooters, mopeds, parts and accessories, and members of allied trades.

As a national, unified voice of the motorcycle industry, the MIC:

- *Develops and provides industry statistics and related information to legislators, regulatory agencies, other associations, companies, and interested individuals;*
- *Analyzes Federal and state legislative and regulatory actions, taking positive steps to promote effective law and reasonable regulations and to oppose those measures detrimental to our industry and sport;*
- *Promotes industry, dealer and consumer awareness directed at the reduction of motorcycle sound, the preservation of the environment, conservation of energy resources, and the safe and courteous operation of all vehicles;*
- *Conducts educational seminars in subject matters of interest to governmental agencies, member companies, motorcycle dealers and other concerned parties.*

Other publications and materials available through the MIC include:

- **Information Kits on Motorcycle Sound, Research & Statistics, and Land Use**
- **Off-Highway and All-Terrain Vehicle Stationary Sound Test Manual**
- **"Managing Off-Road Motorcycle Use in a Desert Environment," 35mm Slide Presentation**
- **"Managing Trailbike Recreation in a Forest Environment," 35mm Slide Presentation**
- **"Motorcyclists As Volunteers," 35mm Slide Video Tape Presentation**
- **"Motorcycle Noise—Off-Highway Enforcement," 35mm Slide Presentation**
- **Federal Equipment Standards for Motorcycles**
- **Federal Motor Vehicle Safety Standards Charts for Motorcycles & Mopeds**
- **State On-Highway Motorcycle Equipment Requirements Chart**
- **State Off-Highway Motorcycle Requirements Chart**

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July 15, 1986

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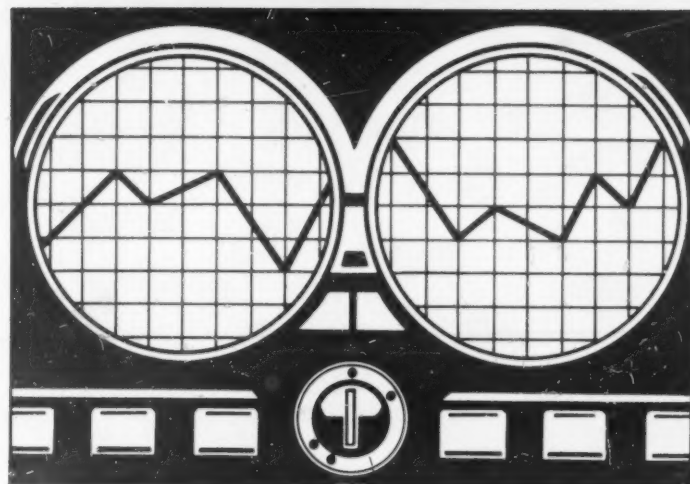
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The Market Volume

U.S. MOTORCYCLE POPULATION By MODEL TYPE, ENGINE DISPLACEMENT, AND YEAR

In 1985 there were an estimated 7 70 million motorcycles, scooters and all-terrain vehicles (ATVs) in use in the United States, compared to an estimated 7.64 million in 1984. This slight increase overall is attributed to large gains in ATV retail sales from 1983 to 1985.

Of the total population in 1985, 49.3% were *on-highway* motorcycles and scooters, 37.7% were *off-highway* motorcycles and ATVs, and 13.0% were *dual purpose* motorcycles. The off-highway and ATV segment increased as a portion of the market in 1985 compared to 1984, while the on-highway and dual purpose segments decreased.

Of all motorcycles, scooters and ATVs in use, it is estimated that just over half (54.3%) have an engine displacement less than 350 cubic centimeters. About three fifths (62.3%) of the estimated population were purchased new during the last five years.

ESTIMATED U.S. MOTORCYCLE POPULATION MODEL TYPE, ENGINE DISPLACEMENT, AND YEAR

	1985		Revised 1984	
	Number of Motorcycles	% of Total	Number of Motorcycles	% of Total
Model Type*				
On-Highway	3,800,000	49.3%	3,865,000	50.6%
Off-Highway	2,900,000	37.7%	2,523,000	33.0%
Dual Purpose	1,000,000	13.0%	1,247,000	16.4%
	7,700,000	100.0%	7,635,000	100.0%
Engine Displacement				
Under 125 cc	1,496,200	19.4%	1,522,900	19.9%
125-349 cc	2,685,700	34.9%	2,475,100	32.4%
350-449 cc	631,000	8.2%	705,900	9.3%
450-749 cc	1,330,900	17.3%	1,335,300	17.5%
Over 749 cc	1,556,200	20.2%	1,595,800	20.9%
	7,700,000	100.0%	7,635,000	100.0%
Year Sold New				
1985	1,209,900	15.7%	—	—
1984	1,199,700	15.6%	1,254,000	16.4%
1983	969,000	12.6%	1,062,900	13.9%
1982	715,500	9.3%	788,700	10.3%
1981	703,800	9.1%	791,600	10.4%
1980	599,500	7.8%	691,500	9.1%
1979	495,500	6.4%	602,100	7.9%
1978	336,300	4.4%	447,300	5.9%
1977	297,900	3.9%	393,000	5.1%
1976	236,300	3.1%	311,700	4.1%
1975	147,000	1.9%	208,000	2.7%
1974	140,700	1.8%	205,700	2.7%
Prior to 1974	648,900	8.4%	878,500	11.5%
	7,700,000	100.0%	7,635,000	100.0%

NOTE: The 1985 and revised 1984 figures above are not comparable to 1983 and prior year estimates due to different baselines used for deriving population estimates.

* Model Type Definition:

On-Highway: Motorcycles certified by the manufacturer as being in compliance with the Federal Motor Vehicle Safety Standards (FMVSS), and designed for use on public roads. *Includes scooters and excludes mopeds and mopeds* (limited speed motor-vehicles under 50 cc which are not generally defined by state as mopeds).

Off-Highway: Motorcycles and all-terrain vehicles not certified by the manufacturer to be in compliance with FMVSS. *Includes three and four-wheeled ATVs and off-highway competition motorcycles.*

Dual Purpose: Motorcycles certified by the manufacturer as being in compliance with FMVSS, and designed with the capability for use on public roads as well as off-highway recreational use.

Source: 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

U.S. MOTORCYCLE POPULATION, MODEL TYPE By ENGINE DISPLACEMENT

On-highway motorcycles tend to have relatively large engines. In 1985, almost three fourths (72%) of the on-highway motorcycles in use had an engine displacement over 449 cc's.

The off-highway segment, including competition motorcycles and all-terrain vehicles (ATVs), is dominated by relatively small engines. In 1985 nearly all (95%) of the off-highway motorcycles and (ATVs) in use had an engine displacement less than 350 cc's.

Dual purpose motorcycles also tend to have relatively small engines. More than eight in every ten (84%) of the dual purpose motorcycles in use in 1985 had an engine displacement less than 350 cc's.

ESTIMATED U.S. MOTORCYCLE POPULATION MODEL TYPE BY ENGINE DISPLACEMENT

	1985		Revised 1984	
	Number of Motorcycles	% of Total	Number of Motorcycles	% of Total
Model Type				
On-Highway	3,800,000	100.0%	3,865,000	100.0%
Under 125 cc	262,300	6.9%	202,000	5.2%
125-349 cc	326,100	8.6%	297,900	7.7%
350-449 cc	481,300	12.7%	583,900	15.1%
450-749 cc	1,174,100	30.9%	1,185,400	30.7%
Over 749 cc	1,556,200	40.9%	1,595,800	41.3%
Off-Highway	2,900,000	100.0%	2,523,000	100.0%
Under 125 cc	892,300	30.8%	887,500	35.2%
125-349 cc	1,856,500	64.0%	1,532,300	60.7%
350-449 cc	81,000	2.8%	35,500	1.4%
450-749 cc	70,200	2.4%	67,700	2.7%
Over 749 cc	0	0.0%	0	0.0%
Dual Purpose	1,000,000	100.0%	1,247,000	100.0%
Under 125 cc	341,600	34.1%	433,400	34.8%
125-349 cc	503,100	50.3%	644,900	51.7%
350-449 cc	68,700	6.9%	86,500	6.9%
450-749 cc	86,600	8.7%	82,200	6.6%
Over 749 cc	0	0.0%	0	0.0%

NOTE: The 1985 and revised 1984 figures above are not comparable to 1983 and prior year estimates due to different baselines used for deriving population estimates.

On-highway includes scooters, but excludes mopeds and noped. Off-highway includes three and four-wheeled ATVs and competition motorcycles. See page 6 for model type definitions.

U.S. MOTORCYCLE POPULATION AND PENETRATION BY REGION AND STATE

On a regional basis the greatest number of motorcycles, scooters and ATVs in use in 1985 were in the South and the Midwest. Although the West ranked third in motorcycle, scooter and ATV population, California was, by far, the nation's leading state, where one in every eight (12%) of the nation's motorcycles, scooters and ATVs were owned.

In 1985 there were an estimated 3.2 motorcycles, scooters and ATVs owned by every 100 persons living in the United States. Regionally, penetration was highest in the West where 4.0 vehicles were owned for every 100 residents, and lowest in the East where 2.3 vehicles were owned for every 100 residents.

Nearly one third (31%) of the nation's motorcycle, scooter and ATV population was owned in the five leading states, California, Texas, New York, Ohio and Michigan.

1985 ESTIMATED U.S. MOTORCYCLE POPULATION AND PENETRATION BY REGION

WEST

1,901,500 motorcycles, scooters & ATVs
4.0 vehicles per 100 persons
(Alaska and Hawaii included in West)



EAST

1,338,000 motorcycles, scooters & ATVs
2.3 vehicles per 100 persons

MIDWEST

2,085,000 motorcycles, scooters & ATVs
3.5 vehicles per 100 persons

SOUTH

2,375,500 motorcycles, scooters & ATVs
3.2 vehicles per 100 persons

1985 ESTIMATED U.S. MOTORCYCLE POPULATION AND PENETRATION BY STATE

State	Motorcycle Population	Motorcycle Population by Model Type			Motorcycle Penetration Per 100 Population
		On-Hwy.	Off-Hwy.	Dual Purpose	
Alabama	152,300	58,600	70,600	23,100	3.7
Alaska	42,700	7,200	29,200	6,300	7.9
Arizona	128,400	50,900	62,100	15,400	3.9
Arkansas	134,400	39,900	78,300	16,200	5.6
California	924,600	465,400	337,200	122,000	3.5
Colorado	123,400	59,300	40,800	23,300	3.8
Connecticut	80,200	52,200	20,600	7,400	2.5
Delaware	14,100	7,400	5,300	1,400	2.3
D.C.	1,500	1,400	0	100	0.2
Florida	298,700	160,600	99,600	38,500	2.6
Georgia	185,600	78,000	81,800	25,800	3.1
Hawaii	Not Available				
Idaho	69,200	20,900	28,300	20,000	6.7
Illinois	279,300	172,800	71,900	34,600	2.4
Indiana	204,400	118,800	64,100	21,500	3.7
Iowa	165,400	113,100	33,300	19,000	5.6
Kansas	93,700	51,700	28,200	13,800	3.8
Kentucky	94,300	39,300	41,100	13,900	2.5
Louisiana	181,500	60,900	103,900	16,700	4.0
Maine	61,300	32,300	23,400	5,600	5.2
Maryland	91,900	56,000	25,200	10,700	2.1
Mass.	115,700	74,900	32,100	8,700	2.0
Michigan	309,300	157,300	117,600	34,400	3.4
Minnesota	193,700	99,100	72,600	22,000	4.6
Mississippi	97,100	28,100	58,400	10,600	3.7
Missouri	150,500	64,900	68,100	17,500	3.0

State	Motorcycle Population	Motorcycle Population by Model Type			Motorcycle Penetration Per 100 Population
		On-Hwy.	Off-Hwy.	Dual Purpose	
Montana	51,400	15,600	21,600	14,200	6.1
Nebraska	72,200	34,300	25,800	12,100	4.5
Nevada	38,400	15,600	17,100	5,700	4.1
N.H.	57,100	33,000	19,600	4,500	5.7
New Jersey	140,900	83,600	43,700	13,600	1.8
New Mexico	61,000	26,600	22,500	11,900	4.1
New York	344,500	204,700	112,100	27,700	1.9
N.C.	161,100	74,600	67,200	19,300	2.6
N.D.	42,400	18,500	15,800	8,100	6.1
Ohio	327,600	198,400	101,000	28,200	3.0
Oklahoma	147,100	61,400	57,700	28,000	4.4
Oregon	125,300	49,500	56,300	19,500	4.6
Penn.	307,200	153,600	113,900	39,700	2.6
R.I.	25,300	18,500	4,500	2,300	2.6
S.C.	76,600	41,700	26,500	8,400	2.3
S.D.	40,400	19,700	13,800	6,900	5.6
Tennessee	179,900	67,800	86,000	26,100	3.8
Texas	517,300	244,300	202,400	70,600	3.2
Utah	114,800	33,300	55,200	26,300	6.8
Vermont	23,500	11,400	9,600	2,500	4.4
Virginia	149,600	81,500	49,700	18,400	2.6
Washington	191,100	87,200	72,000	31,900	4.3
W. Virginia	74,800	23,500	37,700	13,600	3.8
Wisconsin	206,100	121,600	59,500	25,000	4.3
Wyoming	31,200	9,100	15,100	7,000	6.0
U.S. Total	7,700,000	3,800,000	2,900,000	1,000,000	3.2

Note: Includes scooters and ATVs, and excludes mopeds and nopedes. See page 6 for model type definitions.
The 1985 figures are not comparable to 1984 and prior year estimates due to different baselines used for deriving population estimates and different regional definitions.

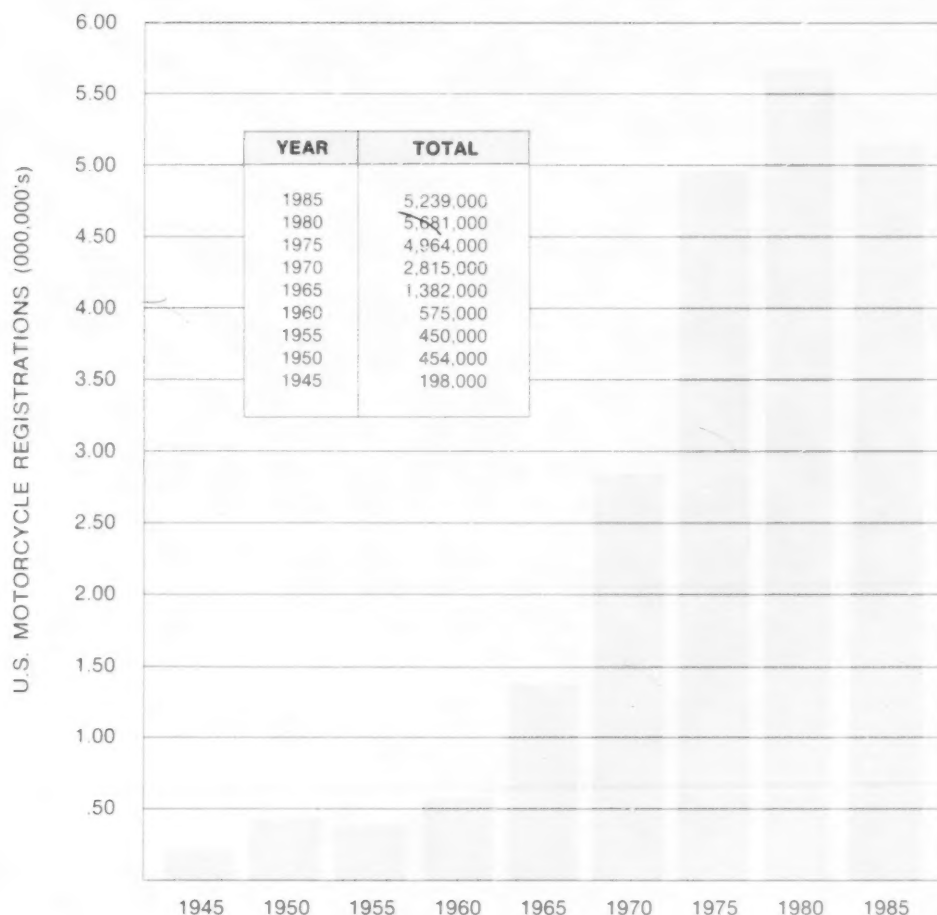
Source: 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.
1986 Survey of Buying Power, Sales & Marketing Management, New York, New York.

TOTAL MOTORCYCLE REGISTRATIONS BY YEAR

Of the 7.7 million motorcycles, scooters, and ATVs in use in the United States, an estimated 5.2 million, or 68%, were registered for use on public roads in 1985. In order to be registered for use on public roads, motorcycles must be in compliance with the Federal Motor Vehicle Safety Standards and the state motorcycle equipment requirements. The equipment requirements for street registered motorcycles are summarized on page 39. A few states, however include the titling of off-highway motorcycles and ATVs in their registration files.

The motorcycle industry experienced phenomenal growth during the 1960's and 1970's. Since 1960 motorcycle registrations increased almost tenfold, while automobile registrations have only doubled.

U.S. TOTAL MOTORCYCLE REGISTRATIONS, 1945-1985



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Source: U.S. Department of Transportation, Federal Highway Administration for 1945-1975 motorcycle registrations. Motorcycle Safety Foundation, Costa Mesa, California for 1980 and subsequent year motorcycle registrations.

TOTAL MOTORCYCLE REGISTRATIONS BY STATE

In 1985 motorcycle registrations accounted for 3.2% of all motor vehicles registered for use on public roads in the United States.

Regionally, the greatest portion of the nation's motorcycle registrations (32%) occurred in the Midwest. The West (26%) was second in motorcycle registrations, followed by the South (24%). The East (18%) reported the smallest portion of U.S. motorcycle registrations.

The five leading states, California, Texas, Ohio, Illinois and Florida, accounted for one third of the estimated 5.2 million motorcycles registered in 1985.

U.S. TOTAL MOTORCYCLE REGISTRATIONS BY STATE, 1976-1985

State	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985
Alabama	63,072	71,710	66,178	74,426	73,978	75,220	70,960	71,333	71,502	66,176
Alaska	13,292	13,290	12,249	9,607	10,651	8,888	10,897*	15,087	15,094	14,432
Arizona	60,278	65,143	69,171	76,637	81,846	86,216	84,776	76,716	84,093*	78,430
Arkansas	33,096	31,351	31,399	33,462	34,106	30,388	25,938	23,768	28,119	28,844
California	667,363	678,538	662,884	729,181	737,774	731,310	645,000	695,813	695,251	702,782
Colorado	95,787	105,819	118,753	117,593	115,500*	121,510*	119,079	120,000*	120,000*	115,000*
Conn.	69,966	70,049	73,109	73,963	77,456	80,470	79,932	80,317	79,854	61,242
Delaware	7,153	8,137	8,565	11,508	8,261	8,348	8,216	8,538	8,573*	8,360
Dist. of Col.	3,922	3,971	3,525	3,573	5,339	5,768	5,896	5,514*	5,599*	3,385
Florida	180,998	93,337	152,935	220,465	197,541	225,441	221,571	224,965	221,339	239,840
Georgia	93,546	98,188	102,620	105,058	118,453	112,517	110,795*	110,795*	114,234	89,556
Hawaii	6,214	6,299	6,321	6,635	9,696	10,700	11,317	8,563	10,199	10,607
Idaho	43,134	44,650	46,715	51,417	56,287	55,975	53,302	52,124	50,595	47,854
Illinois	227,391	238,645	247,795	281,406	289,436	305,727	285,188	295,655	309,807*	241,105
Indiana	140,741	153,154	154,330	167,067	179,741	172,574	160,071	138,916	135,729	133,232
Iowa	151,829	160,124	174,764	204,133	219,221	233,172	234,985	238,687	183,687	188,277
Kansas	86,789	85,190	84,832	95,105	92,218	140,677	106,566	83,587	83,744	78,739
Kentucky	59,351	61,405	60,989	62,132	62,057*	65,000	60,958	58,357	50,355	38,799
Louisiana	57,832	68,966	72,420	76,393	75,000*	75,000*	109,312	92,740	104,000	113,667
Maine	27,584	32,797	35,356	42,947	38,133	39,857	38,872	38,872	40,361	37,950
Maryland	66,298	69,191	68,325	77,029	74,250	80,289	78,829	74,406	71,761	70,500
Mass.	72,614	86,240	83,854	100,506	98,935*	100,369	108,410*	93,405	103,000	94,999
Michigan	267,306	261,090	242,400	251,290	254,129	243,858	230,794	219,929	219,609	203,226
Minn.	151,270	149,008	137,220	177,548	157,815	166,151	159,345	155,502	153,851	151,449
Miss.	28,413	27,986	28,989	24,504	22,059	29,273	29,068	28,198	26,116	25,653*
Missouri	96,201	95,099	87,053	100,922	118,284	142,488	117,787	109,154	111,106	98,766
Montana	38,580	46,784	54,051	61,000	35,100*	35,470	45,702	32,761*	37,371*	35,119*
Nebraska	52,383	50,446	49,960	54,967	52,149	50,371	47,887	47,172	46,532	42,548
Nevada	18,260	19,961	20,667	23,084	19,958	21,008	21,940	26,062	20,780	20,013
N.H.	25,957	27,852	41,370	32,883	44,815	43,462	49,196*	49,756*	35,543	49,629*
New Jersey	86,753	91,087	89,741	102,318	102,425*	106,753*	114,112*	115,964*	115,303	95,500
New Mexico	37,699	38,885	42,691	46,947	50,576	52,810	58,587	58,217	56,148	52,236
New York	120,695	132,376	144,438	179,042	208,727	160,619	157,792	163,740	174,911	216,688
N.C.	105,633	104,216	97,256	103,751	114,615	110,156*	110,000	69,616	67,615	67,632
N.D.	24,627	26,063	27,075	28,165	29,613	31,115	31,312	32,134	31,480	30,596
Ohio	254,482	253,686	239,490	267,100	285,600*	185,678*	277,143	290,799	280,297	277,487
Oklahoma	109,621	110,035	114,108	124,925	125,380	129,704	137,369*	127,800	105,963	104,457
Oregon	83,821	84,822	74,276	81,267	90,301	92,316	90,261	89,956	78,166	89,886
Penn.	361,918	183,539	183,045	217,757	269,565	190,480*	227,752	208,925	207,170	201,069
R.I.	19,919	24,892	24,333	23,428	22,442*	23,789*	22,895	27,853	27,907	28,042*
S.C.	45,801	41,293	35,411	37,450	38,875	42,257	35,028	36,130	37,119	37,119
S.D.	25,127	26,636	27,667	31,178	35,045	38,265	38,418	39,255	38,956	37,905
Tenn.	85,763	86,653	82,888	85,251	84,121	83,179	83,269	79,821	100,879	85,985*
Texas	270,089	285,735	218,966	291,510	310,000*	300,330	312,924*	334,681	306,578	277,551
Utah	50,357	53,168	52,507	61,844	63,153	66,653*	66,934*	64,758	67,603*	71,923*
Vermont	14,681	16,862	18,205	20,826	23,293	29,449*	21,812	21,347	25,724*	28,001*
Virginia	72,302	75,688	72,175	79,492	80,518	87,951	80,515	79,039	81,825	83,920
Washington	111,825	115,441	106,978	131,341	135,899	139,931	131,667	127,950	136,679*	125,224
West Va.	54,062	56,429	47,130	37,605	39,518	37,680	37,680	31,789	33,432	32,270
Wisconsin	125,161	133,173	143,661	185,206	191,725	190,961	188,863	185,685	190,612	188,331
Wyoming	17,288	16,051	17,867	19,606	19,900*	20,763*	21,937	22,401	22,282	16,760
TOTAL	4,984,244	4,881,150	4,858,707	5,502,450	5,681,479	5,618,336	5,578,859	5,484,552	5,405,453	5,238,761

Note: See footnote on page 38 for types of vehicles included in 1985 state total motorcycle registrations *Estimates

Source: U.S. Department of Transportation, Federal Highway Administration for total registrations prior to 1980. Motorcycle Safety Foundation, Costa Mesa, California for 1980 and subsequent years.

ECONOMIC VALUE OF THE MOTORCYCLE RETAIL MARKETPLACE BY STATE

In 1985 the motorcycle industry generated an estimated \$7.21 billion in consumer sales and services and state taxes and licensing, of which \$2.79 billion, or 38.7% is attributed to retail sales of new motorcycles, scooters, and ATVs.

In addition to this \$7.21 billion generated by the retail marketplace, major contributions to the economic value of the industry in personnel salaries, product advertising, corporate and personal income taxes, etc., are made by the manufacturers and distributors of new motorcycles, scooters and ATVs, parts and accessories, and the trades allied to the industry.

1985 ESTIMATED ANNUAL ECONOMIC VALUE OF THE MOTORCYCLE RETAIL MARKETPLACE BY STATE

State	1985 Estimated Annual* Economic Value of the Retail Marketplace	1985 Estimated Retail Sales of New Motorcycles		State	1985 Estimated Annual* Economic Value of the Retail Marketplace	1985 Estimated Retail Sales of New Motorcycles	
		\$000's	Units			\$000's	Units
Alabama	\$ 130,410		27,390	Montana	\$ 30,700		5,520
Alaska	31,550		5,770	Nebraska	44,850		7,540
Arizona	128,850		22,580	Nevada	38,830		7,220
Arkansas	120,180		24,210	New Hampshire	75,330		13,060
California	910,760		147,040	New Jersey	151,030		25,610
Colorado	110,530		17,950	New Mexico	58,430		10,710
Connecticut	80,700		13,730	New York	359,400		59,010
Delaware	13,030		2,480	North Carolina	195,230		37,740
Dist. of Col.	3,800		250	North Dakota	26,300		4,450
Florida	278,950		48,090	Ohio	338,680		53,720
Georgia	176,030		38,280	Oklahoma	85,930		16,910
Hawaii	Not Avail.		Not Avail.	Oregon	106,930		19,920
Idaho	52,830		9,550	Pennsylvania	347,260		58,500
Illinois	273,050		40,390	Rhode Island	24,130		3,970
Indiana	203,770		34,670	South Carolina	65,530		13,170
Iowa	75,780		13,050	South Dakota	23,400		3,710
Kansas	64,830		11,620	Tennessee	168,800		33,810
Kentucky	79,700		17,490	Texas	460,750		83,490
Louisiana	119,500		23,800	Utah	98,950		18,700
Maine	68,180		11,620	Vermont	24,980		4,290
Maryland	94,400		17,070	Virginia	168,030		31,340
Massachusetts	150,130		23,950	Washington	137,490		24,440
Michigan	343,110		56,770	West Virginia	79,230		16,470
Minnesota	151,560		23,190	Wisconsin	183,850		27,760
Mississippi	73,450		15,590	Wyoming	26,850		4,840
Missouri	150,030		27,570	U.S. Total	\$ 7,206,000		1,260,000
							\$ 2,787,000

Note: The 1985 figures above are not comparable to prior year estimates due to retail sales and population revisions. See page 12 for updated retail sales estimates for prior years.

New motorcycle retail sales include all-terrain vehicles, scooters, and mopeds (limited speed motor-driven cycles under 50cc which are not generally defined by state as mopeds). Excludes mopeds. New motorcycle retail sales dollars based on the manufacturers "suggested retail price" per model as published in the MIC Manufacturers Shipment Reporting System.

*The 1985 estimated annual economic value of the retail marketplace includes retail sales of motorcycles, scooters, and ATVs (new and used) and parts and accessories, dealer servicing, product advertising, vehicle financing charges, insurance premiums, dealer personnel salaries, state sales and dealer personal income taxes, and vehicle registration fees. Revenues from industry publications, corporate income taxes, personal income tax from non-dealer salaries, motorcycle and aftermarket manufacturer and distributor personnel salaries and advertising, and special events attendance are not included.

Source: "1985 Estimated Retail Sales of New Motorcycles" for each state was derived by the Motorcycle Industry Council from the MIC Manufacturers Shipment Reporting System. "1985 Estimated Annual Economic Value of the Motorcycle Retail Marketplace" was derived by the Motorcycle Industry Council for each state by using as a determinant the percent of the annual motorcycle industry economic value represented by the estimated retail sales dollars for new motorcycles in a sample of states.

NEW MOTORCYCLE RETAIL SALES BY MODEL TYPE

In 1985, estimated retail sales of new motorcycles, scooters, and ATVs were 1,260,000 units, valued at 2.8 billion dollars.

Off-highway motorcycles and ATVs totalled an estimated 695,000 units, or just over one half (55%) of the new retail sales units in 1985. An estimated 550,000 of these off-highway retail sales units were ATVs. Off-highway retail sales accounted for 1.2 billion dollars, or 43% of the total retail sales dollars.

New retail unit sales of on-highway motorcycles and scooters were 520,000 in 1985, or 41% of the total retail sales. On-highway retail sales accounted for 1.5 billion dollars, over half (54%) of the retail dollars in 1985. Dual purpose motorcycles represented 45,000 new unit sales and 72 million retail dollars in 1985.

ESTIMATED NEW RETAIL SALES BY MODEL TYPE, 1970-1985

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Year	Total		On-Highway		Off-Highway		Dual Purpose	
	Units (000's)	Retail \$ (000,000's)	Units (000's)	Retail \$ (000,000's)	Units (000's)	Retail \$ (000,000's)	Units (000's)	Retail \$ (000,000's)
1970	1,010	\$ N/A	333	\$ N/A	199	\$ N/A	478	\$ N/A
1971	1,240	N/A	472	N/A	226	N/A	542	N/A
1972	1,360	1,027	564	591	233	101	563	335
1973	1,520	1,250	655	719	292	161	573	370
1974	1,200	1,285	489	739	244	171	467	375
1975	940	1,209	451	819	247	188	242	202
1976	1,050	1,298	491	853	260	200	299	245
1977	1,080	1,487	568	1,015	283	287	229	185
1978	975	1,432	482	1,005	326	276	167	151
1979	1,085	1,752	606	1,277	332	321	147	154
1980	1,070	1,971	654	1,526	313	330	103	115
1981	1,065	2,160	614	1,621	370	446	81	93
1982	990	1,991	520	1,389	415	528	55	74
1983	1,185	2,353	550	1,468	580	811	55	74
1984	1,305	2,838	550	1,691	700	1,061	55	86
1985	1,260	2,787	520	1,508	695	1,207	45	72

Note: See page 6 for model type definitions.

On-Highway includes scooters and mopeds, and excludes mopeds. Estimated 1983-85 scooter retail sales units are as follows:
1983 - 25,000 1984 - 65,000 1985 - 115,000. Estimates prior to 1983 are not available.

Off-Highway includes three and four-wheeled ATVs and competition motorcycles. 1982-1985 estimated ATV retail unit sales are as follows: 1982 - 250,000 1983 - 425,000 1984 - 550,000 1985 - 550,000. Estimates prior to 1982 are not available.

Retail \$ — The estimated retail dollar volume is based on the manufacturer's "suggested retail price" per model as published in the MIC Manufacturers Shipment Reporting System.

Source: Units - MIC estimate derived from motorcycle import, production, wholesale, inventory, and registration statistics.
Retail Dollars - Based on the manufacturer's "suggested retail price" as published in the MIC Manufacturers Shipment Reporting System.

U.S. PRODUCTION, IMPORT, WHOLESALE, AND NEW REGISTRATION SUMMARY

In 1985, an estimated 130,000 motorcycles and ATVs were manufactured in the U.S. 1985 motorcycle and scooter imports totalled 733,000 units, and ATV imports totalled an estimated 682,000 units. Wholesale sales of new motorcycles, scooters, and ATVs to dealers in 1985 were estimated at 1,290,000, valued at 2.28 billion dollars. New registrations of on-highway motorcycles, scooters, and some off-highway motorcycles and ATVs equalled 722,000 in 1985.

U.S. production, imports, wholesale sales, and new registrations are summarized below from 1970 to 1985, and in greater detail on the following pages.

U.S. PRODUCTION, IMPORT, WHOLESALE, AND NEW REGISTRATION SUMMARY, 1970-1985

Year	Estimated U.S. Production	U.S. Motorcycle Imports		Estimated U.S. ATV imports	Estimated Wholesale Sales		New Registrations
	Units	Units	Dollars	Units	Units	Dollars	Units
	(000's)	(000's)	(000,000's)	(000's)	(000's)	(000,000's)	(000's)
1970	35	1,091	\$ 308	N/A	1,040	\$ 467	N/A
1971	25	1,539	495	N/A	1,340	670	928
1972	35	1,690	697	N/A	1,400	801	1,006
1973	45	1,206	570	N/A	1,580	980	1,190
1974	40	1,543	911	N/A	1,200	977	1,024
1975	40	948	711	N/A	910	900	747
1976	80	659	466	N/A	1,050	1,006	783
1977	110	860	588	N/A	1,100	1,140	849
1978	80	935	797	N/A	1,000	1,160	797
1979	120	887	870	N/A	1,090	1,405	886
1980	130	1,120	1,142	N/A	1,190	1,750	876
1981	125	1,057	1,314	N/A	1,155	1,890	828
1982	100	917	1,110	N/A	1,025	1,609	726
1983	100	540	697	N/A	1,260	2,015	811
1984	155	441	523	635	1,400	2,354	772
1985	130	733	783	682	1,290	2,281	722

Note: Production- Includes motorcycles, scooters, and three and four-wheeled ATVs if manufactured in the U.S.

Motorcycle Imports - Includes motorcycles, scooters, and mopeds; ATVs and mopeds not included. Dollar value equals dutiable value for 1970-1979 and C.I.F. value for 1980 and subsequent years.

ATV Imports - Includes three and four-wheeled ATVs. ATVs manufactured in the U.S. not included.

Wholesale Sales - Includes motorcycles, scooters, mopeds, and three and four-wheeled ATVs. The wholesale dollar volume is based on the lowest price at which the vehicle is sold to dealers f.o.b. point of U.S. manufacture or point of entry. This wholesale price does not consider dealer discounts, special promotional allowances, rebates, or other incentives.

New Registrations - Includes first-time registrations of motorcycles, scooters, mopeds, and some off-highway motorcycles and ATVs for the three most current model years. Oklahoma not available. Incomplete Ohio registrations estimated for 1974. 1978 and subsequent years include California off-highway registrations. New York registrations not available from October 1983-December 1984.

Source: Production - MIC estimate derived from R.L. Polk & Co. new motorcycle registrations and information offered by the U.S. distributors.

Imports - U.S. Dept. of Commerce and U.S. Motorcycle Imports and U.S. Moped, Motor Scooters, 3 & 4 Wheeler Imports, Werner C. Single, Foreign Trade Services, W. New York, New Jersey.

Wholesale Sales - MIC Manufacturers Shipment Reporting System for major distributors and MIC estimate for scooters and other brands.

New Registrations - New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L. Polk & Co.

U.S. MOTORCYCLE IMPORTS BY YEAR, COUNTRY, ENGINE DISPLACEMENT

In 1985, 733,000 motorcycles and scooters with a dutiable value of \$783 million were imported into the United States. Of these units imported, 96.9% were from Japan, 2.9% from European countries, and 0.2% from other countries. In addition to these motorcycles and scooters, 30,000 mopeds or motorized bicycles were imported in 1985, primarily from European countries. All-terrain vehicles are not included.

The imports with relatively small engines, less than 191 cc displacement, represented 49% of the total units imported, but only 22% of the total dutiable dollar value. Imports with relatively large engines, over 490 cc displacement, represented 28% of the units imported and 54% of the total dutiable dollar volume in 1985.

U.S. MOTORCYCLE IMPORTS BY COUNTRY, 1979-1985

	1979	1980	1981	1982	1983	1984	1985
Japan							
Units	848,959	1,072,856	1,032,520	897,861	522,573	417,824	710,959
\$ Value	\$ 825,909,951	\$ 1,091,699,966	\$ 1,270,949,357	\$ 1,079,362,753	\$ 666,284,854	\$ 482,238,238	\$ 737,814,137
European Countries							
Units	33,824*	40,455*	22,112*	16,100*	13,597*	17,397*	21,178*
\$ Value	\$ 40,121,247	\$ 44,199,496	\$ 39,213,065	\$ 27,977,592	\$ 29,266,634	\$ 38,296,805	\$ 42,816,389
All Others							
Units	3,969*	6,905*	2,081*	3,242*	4,043*	6,199*	1,201*
\$ Value	\$ 4,258,537	\$ 6,036,560	\$ 3,624,403	\$ 2,827,574	\$ 1,633,326	\$ 2,851,599	\$ 2,455,798
Total							
Units	886,752*	1,120,216*	1,056,713*	917,203*	540,213*	441,420*	733,338*
\$ Value	\$ 870,289,735	\$ 1,141,936,022	\$ 1,313,786,825	\$ 1,110,167,919	\$ 697,184,814	\$ 523,386,642	\$ 783,086,324

SCOOTERS INCLUDED; ATVs EXCLUDED. Dollar Value = Dutiable Value for 1979 and C.I.F. value for 1980-1985.

U.S. MOTORCYCLE IMPORTS BY ENGINE DISPLACEMENT, 1979-1985

	1979	1980	1981	1982	1983	1984	1985
Under 191 cc							
Units	390,900*	418,829*	313,944*	312,891*	175,212*	191,856*	355,670*
\$ Value	\$ 173,583,756	\$ 189,667,483	\$ 154,771,771	\$ 152,019,038	\$ 94,634,569	\$ 97,761,171	\$ 176,053,176
191-490 cc							
Units	166,768	316,596	249,586	182,948	75,321	67,792	164,493
\$ Value	\$ 167,195,874	\$ 307,104,651	\$ 259,816,032	\$ 198,421,920	\$ 82,609,575	\$ 78,049,993	\$ 183,019,603
491-790 cc							
Units	224,984	240,604	369,142	298,182	215,975	141,716	177,605
\$ Value	\$ 326,914,082	\$ 372,062,671	\$ 639,025,333	\$ 532,150,656	\$ 362,771,480	\$ 256,491,632	\$ 329,283,894
Over 790 cc							
Units	93,222	127,518	120,224	119,625	65,093	34,828	31,274
\$ Value	\$ 198,020,881	\$ 266,590,704	\$ 258,903,692	\$ 226,188,672	\$ 153,545,173	\$ 88,441,983	\$ 91,724,205
Unspecified							
Units	10,878	16,669	3,817	3,557	8,612	5,228	4,296
\$ Value	\$ 4,575,142	\$ 6,510,513	\$ 1,269,997	\$ 1,387,633	\$ 3,624,017	\$ 2,641,863	\$ 3,005,446
Total							
Units	886,752*	1,120,216*	1,056,713*	917,203*	540,213*	441,420*	733,338*
\$ Value	\$ 870,289,735	\$ 1,141,936,022	\$ 1,313,786,825	\$ 1,110,167,919	\$ 697,184,814	\$ 523,386,642	\$ 783,086,324

SCOOTERS INCLUDED; ATVs EXCLUDED

Dollar Value = Dutiable value for 1979
and C.I.F. Value for 1980-1985.

* Excludes estimated imports of mopeds (motorized bicycles) as follows:
1979- 129,663 units, \$36,775,715
1980- 182,037 units, \$61,714,528
1981- 66,779 units, \$23,097,891
1982- 18,145 units, \$ 4,384,230
1983- 21,645 units, \$ 5,471,009
1984- 32,889 units, \$ 8,900,146
1985- 30,174 units, \$ 8,981,153

Source: U.S. Dept. of Commerce, Domestic and International Business Administration.
U.S. Motorcycle Imports, Werner C. Single, Foreign Trade Services, W. New York, New Jersey.

NEW MOTORCYCLE WHOLESALE SALES By MAJOR BRANDS

In 1985 estimated wholesale sales of new motorcycles and all-terrain vehicles (ATVs) to dealers by the five leading brands (Harley-Davidson, Honda, Kawasaki, Suzuki, and Yamaha) in the United States were 1,166,220 units valued at a wholesale dollar volume of \$2.19 billion and an estimated retail dollar volume of \$2.71 billion.

Of the total units wholesaled in 1985, 33.3% were on-highway motorcycles, 63.5% were off-highway motorcycles and ATVs, and the remaining 3.2% were dual purpose motorcycles. Over four fifths (84%) of the new motorcycles and ATVs shipped to dealers in 1985 had four-cycle engines, and about two thirds (65%) had an engine displacement less than 350 cubic centimeters. The five leading states in wholesale unit sales, California, Texas, Pennsylvania, New York and Michigan, accounted for almost one third of the total U.S. wholesale sales in 1985.

NEW MOTORCYCLE WHOLESALE SALES BY MAJOR BRANDS, 1981-1985

	Wholesale \$ Volume	Est. Retail \$ Volume	Total Units	Units									
				Model Type			Engine Type		Displacement Size (cc)				
				On- Highway	Off- Highway	Dual Purpose	Two Stroke	Four Stroke	Under 125 cc	125- 349 cc	350- 449 cc	450- 749 cc	750 cc- & Up
	(\$000's)	(\$000's)											
1981 (% of Total Units)	\$1,861,821	\$2,326,790	1,137,918 (100.0%)	669,062 (58.8%)	391,599 (34.4%)	77,257 (6.8%)	271,633 (23.9%)	866,285 (76.1%)	270,743 (23.8%)	301,357 (26.5%)	78,476 (6.9%)	225,589 (19.8%)	261,753 (23.0%)
1982 (% of Total Units)	\$1,600,070	\$1,993,127	1,018,840 (100.0%)	495,521 (48.6%)	476,419 (46.8%)	46,900 (4.6%)	286,529 (28.1%)	732,311 (71.9%)	307,713 (30.2%)	342,283 (33.6%)	28,223 (2.7%)	117,519 (11.6%)	223,102 (21.9%)
1983 (% of Total Units)	\$1,985,979	\$2,468,186	1,241,808 (100.0%)	539,040 (43.4%)	641,758 (51.7%)	61,010 (4.9%)	294,256 (23.7%)	947,552 (76.3%)	294,711 (23.7%)	507,960 (40.9%)	25,873 (2.1%)	215,026 (17.3%)	198,238 (16.0%)
1984 (% of Total Units)	\$2,270,332	\$2,816,370	1,310,240 (100.0%)	445,621 (34.0%)	803,877 (61.4%)	60,742 (4.6%)	220,833 (16.9%)	1,089,407 (83.1%)	251,365 (19.2%)	634,403 (48.4%)	37,280 (2.8%)	227,286 (17.4%)	159,906 (12.2%)
1985 (% of Total Units)	\$2,190,187	\$2,708,397	1,166,220 (100.0%)	388,488 (33.3%)	740,304 (63.5%)	37,428 (3.2%)	192,017 (16.5%)	974,203 (83.5%)	228,094 (19.6%)	530,326 (45.5%)	77,630 (6.6%)	178,056 (15.3%)	152,114 (13.0%)

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NEW MOTORCYCLE WHOLESALE SALES BY MAJOR BRANDS IN TEN LEADING STATES, 1981-85

State	1985		1984		1983		1982		1981	
	Rank	Units	Rank	Units	Rank	Units	Rank	Units	Rank	Units
California	1	131,896	1	151,150	1	156,269	1	121,277	1	139,336
Texas	2	76,864	2	90,178	2	80,172	2	78,868	2	78,228
Pennsylvania	3	54,885	6	55,386	7	45,231	7	35,838	6	41,731
New York	4	53,875	4	58,963	3	58,689	3	48,117	4	47,283
Michigan	5	53,058	5	58,942	5	53,714	8	35,689	8	38,391
Ohio	6	49,213	3	61,324	4	58,228	4	39,808	7	41,122
Florida	7	43,580	7	50,400	6	46,004	5	36,977	3	48,953
Georgia	8	37,032	9	34,451	--	----	--	----	--	----
North Carolina	9	35,526	--	----	--	----	--	----	--	----
Illinois	10	35,298	8	38,129	8	39,548	6	36,353	5	42,364
Alabama	--	----	10	32,690	--	----	--	----	--	----
Louisiana	--	----	--	----	--	----	9	30,647	9	36,630
Wisconsin	--	----	--	----	9	35,703	10	29,129	--	----
Minnesota	--	----	--	----	10	32,442	--	----	10	35,774

NOTE: Includes all-terrain vehicles and mopeds (limited speed motor-driven cycles under 50 cc's which are not generally defined by state as mopeds). Excludes mopeds and scooters. See page 6 for model type definitions.

Source: Manufacturers Shipments Reporting System, Annual Statistical Report, Motorcycle Industry Council, Inc., Costa Mesa, California. Includes wholesale shipments to dealers by Harley-Davidson, Honda, Kawasaki, Suzuki and Yamaha.

NEW MOTORCYCLE REGISTRATIONS By STATE

In 1985, first-time registrations, of new motorcycles, scooters and ATVs for the three most current model years were 721,975, or 57%, of the estimated 1,260,000 retail sales. New registrations are usually issued only to street legal motorcycles. A number of states, however, issue registrations for titling purposes for off-highway motorcycles and ATVs. In 1985, new registrations of off-highway motorcycles and ATVs represented 37% of all new registrations.

California requires the registration of all off-highway motorcycles and ATVs. These off-highway registrations are included in California registrations below. New York new registrations were unavailable for 1984. Oklahoma new registrations are not available.

NEW MOTORCYCLE REGISTRATIONS BY STATE, 1980-1985

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Total U.S.	1980 875,900	1981 827,913	1982 725,691	1983 811,253	1984 772,166	1985 721,975
State						
Alabama	14,869	13,906	15,577*	22,882*	26,528*	21,907*
Alaska	2,151*	2,626*	1,917*	2,267*	1,917*	1,405*
Arizona	10,760	9,913	8,575	8,328	8,568	10,862*
Arkansas	6,219	6,578	5,832	9,688*	11,775*	8,304*
California	133,673*	117,237*	116,528*	159,089*	154,367*	151,432*
Colorado	14,018	14,295	11,789	10,208	8,948	6,234
Connecticut	10,961	10,052	8,030	8,668	7,709	6,136
Delaware	1,607	1,699	1,258	1,086	971	912
Dist. of Columbia	648	620	750	865	776	817
Florida	40,363	38,467	33,329*	40,220*	41,488*	21,173
Georgia	24,380	21,023	16,235	20,112*	25,946*	30,480*
Hawaii	1,669	1,442	1,224	987	922	1,149
Idaho	8,179	5,973	4,893	4,797	4,741	3,164
Illinois	35,022	36,228	36,777	39,871*	38,390*	35,617*
Indiana	20,885	18,534	14,737	13,762	13,181	11,052
Iowa	28,570	25,573	14,144	11,452	16,181	9,374
Kansas	14,085	13,131	11,443	10,118	8,063	6,582
Kentucky	6,068	6,786	5,375	5,219	4,548	4,901
Louisiana	29,045*	31,830*	26,229*	24,518*	23,097*	18,258*
Maine	6,070	6,140	4,838	4,147	3,364	2,318
Maryland	11,668	10,132	7,323	8,387	9,359	9,622
Massachusetts	11,797	11,621	9,463	10,044	10,365	9,542
Michigan	23,644	25,312	22,957	24,615	22,323	17,037
Minnesota	21,649	21,981	17,605	17,190*	15,388	8,657
Mississippi	11,271*	12,002*	11,736*	12,600*	10,996*	10,872*
Missouri	16,378	15,936	13,853*	16,527*	18,957*	18,313*
Montana	5,088	5,015	3,739	3,483	2,432	1,622
Nebraska	8,470	8,100	5,833	5,448	4,576*	3,403*
Nevada	3,494	3,126	2,542	2,184	2,431	1,820
New Hampshire	5,570	5,560	4,476	4,629	4,142	3,607
New Jersey	19,496	13,046	11,638	12,652	10,459	9,662
New Mexico	8,098	8,485	8,031	8,266*	8,663*	8,145*
New York	36,897	34,539	32,213	33,844	N/A	29,978
North Carolina	12,285	10,803	8,871	10,484	10,529	8,495
North Dakota	4,256	4,464	3,444	3,134	2,642	2,165*
Ohio	30,197	29,209	23,433	28,857	26,879	19,916
Oklahoma	N/A	N/A	N/A	N/A	N/A	N/A
Oregon	15,288	13,823	12,427*	17,038*	18,514*	18,786*
Pennsylvania	35,232	31,686	27,646	28,466	26,911*	25,427*
Rhode Island	3,507	2,972	2,624	2,948	2,752	2,638
South Carolina	6,435	7,379	6,843	8,335	10,611*	7,907*
South Dakota	5,298	5,997	4,226	4,056*	2,366*	2,814*
Tennessee	11,390	10,793	10,001	10,850	13,085*	14,098*
Texas	75,235	71,024	65,641	59,453*	60,544*	53,567
Utah	10,227	11,897	9,731	12,277*	6,710	18,009*
Vermont	2,602	2,155	2,266	2,140	2,252*	2,764*
Virginia	10,392	10,704	8,769	10,227	11,908	10,452
Washington	29,066	26,485	23,729	28,459*	27,451*	25,029*
West Virginia	5,211	4,750	3,867	5,411	7,534*	8,826*
Wisconsin	23,255	23,297	18,489	18,536	17,734	14,569
Wyoming	3,262	3,517	2,795	2,429	2,173	2,156*

* New registrations in these states include an unusually high percentage (20%-70%) of off-highway motorcycles and all-terrain vehicles.

Source: New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L. Polk & Co.

NEW MOTORCYCLE REGISTRATIONS By LEADING BRANDS

The nation's five major brands accounted for 98.7% of the new registrations in 1985. Honda, the leading brand during the past two decades, ranked first in 1985 with 58.5% of the registered market, followed by Yamaha with 15.7%, Kawasaki with 10.4%, and Suzuki with 10.0%. Harley-Davidson ranked fifth in 1985 with 4.1% of the new motorcycle registrations. The market share for each of the remaining motorcycle brands distributed in the United States was reported to be less than 1% in 1985.

Although registrations are usually issued only to street legal motorcycles, some states issue registrations for off-highway motorcycles and ATVs for titling purposes.

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NEW MOTORCYCLE REGISTRATIONS 10 LEADING BRANDS BY MARKET SHARE, 1980-1985

Make	1985		1984		1983		1982		1981		1980	
	Rank	Mrkt. Share	Rank	Mrkt. Share	Rank	Mrkt. Share	Rank	Mrkt. Share	Rank	Mrkt. Share	Rank	Mrkt. Share
Honda	1	58.5%	1	57.7%	1	54.8%	1	45.1%	1	39.1%	1	39.5%
Yamaha	2	15.7%	2	18.6%	2	19.0%	2	22.2%	2	24.9%	2	23.5%
Kawasaki	3	10.4%	4	8.9%	4	9.8%	4	12.7%	3	15.7%	3	15.4%
Suzuki	4	10.0%	3	10.0%	3	11.8%	3	14.2%	4	13.6%	4	14.9%
Harley-Davidson	5	4.1%	5	3.7%	5	3.3%	5	4.5%	5	5.0%	5	4.7%
BMW	6	0.8%	6	0.6%	6	0.6%	6	0.5%	7	0.4%	7	0.4%
Husqvarna	7	0.2%	7	0.2%	7	0.3%	8	0.2%	9	0.2%	9	0.2%
KTM	8	0.1%	-	-	-	-	-	-	-	-	-	-
Moto Guzzi	9	0.1%	8	0.1%	9	0.1%	10	0.1%	-	-	-	-
Can Am	10	*	9	*	-	-	9	0.1%	10	0.1%	10	0.1%
Vespa	-	-	10	*	8	0.1%	7	0.3%	6	0.5%	6	0.8%
Triumph	-	-	-	-	10	*	-	-	8	0.2%	8	0.3%

*Less than 0.05%

R.L. Polk new registrations include the three most current model years. Some off-highway motorcycle and all-terrain vehicle new registrations are included.

California new off-highway motorcycle and ATV registrations have been added to 1983 and prior year new registrations, so that comparisons can be made with 1984 and subsequent years which include California off-highway registrations.

New York new registrations were not available from October 1983 through December 1984.

Oklahoma new registrations are not available.

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Source: New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L. Polk & Co.

MOTORCYCLE SCRAPPAGE AND OPERABILITY RATE

The number of motorcycles, scooters, and ATVs retired from use, or scrapped, in 1985 is estimated to be 1.1 million or 15% of the 1984 population in use.

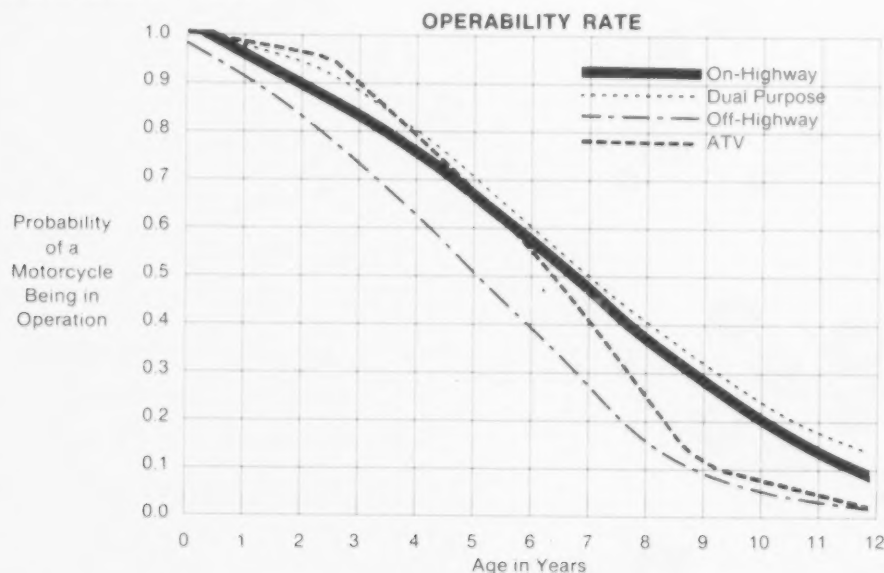
A key factor in determining average annual mileage is the motorcycle operability rate, the probability of a motorcycle being operable after a given number of years, because of the decrease in annual mileage as the vehicle ages. The operability rate for on-highway and dual purpose motorcycles tends to be higher than the rate for off-highway motorcycles and ATVs.

MOTORCYCLES RETIRED FROM USE OR SCRAPPED IN 1985

Year Sold New	Est. Retail Sales (000's)	Operability Rate		Estimated Population In Use (000's)		Estimated Number Retired From Use or Scrapped In 1985 (000's)
		'84	'85	'84	'85	
1985	1,230		984		1,210	0
1984	1,275	984	941	1,254	1,200	54
1983	1,095	971	885	1,063	969	94
1982	900	877	794	789	715	74
1981	999	793	705	792	704	88
1980	977	707	614	691	600	91
1979	1,007	598	492	602	495	107
1978	921	485	365	447	336	111
1977	1,031	381	289	393	298	95
1976	1,053	296	224	312	236	76
1975	940	221	156	208	147	61
1974	1,200	172	118	206	141	65
Before 1974				878	649	229
				7,635	7,700	1,145
						15.0% of 1984 — Population

Note: The operability rates shown above are composites of the operability rates by model type and will vary each year according to the motorcycle population by model type. Mopeds and nopeds are excluded from retail sales estimates. Includes ATVs and scooters.

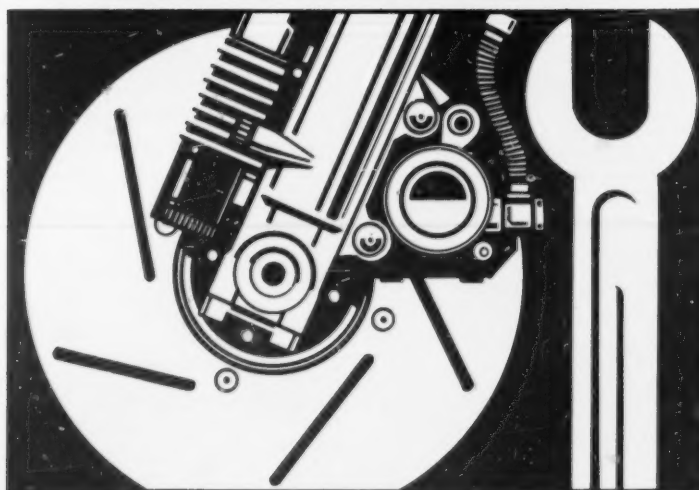
OPERABILITY RATE



OPERABILITY RATE

Age	On-Hwy.	Dual Purpose	Off-Hwy.	ATV
0.5	.98	.99	.97	.99
1.5	.92	.96	.90	.97
2.5	.86	.93	.82	.93
3.5	.79	.87	.70	.85
4.5	.72	.76	.58	.75
5.5	.64	.65	.46	.65
6.5	.55	.57	.32	.50
7.5	.45	.47	.16	.35
8.5	.35	.37	.10	.20
9.5	.27	.30	.05	.05
10.5	.19	.23	.02	.02
11.5	.13	.16	.01	.00

Source: 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA. Motorcycle Survival Rate Model, an analysis of the data from the 1980 Survey of Motorcycle Ownership and Usage, updated with data from the 1985 Survey of Motorcycle Ownership and Usage, Burke Marketing Research, Inc., Cincinnati, Ohio.



Manufacturers and Distributors



PROFILE OF MAJOR U.S. MOTORCYCLE MANUFACTURERS AND DISTRIBUTORS

In 1985 the five leading brands distributed in the United States, Harley-Davidson, Honda, Kawasaki, Suzuki, and Yamaha, accounted for roughly 99% of the nation's estimated 1,260,000 new motorcycle, scooter, and ATV retail sales.

Four of the five major brands are manufactured primarily in Japan and have been distributing motorcycles in the U.S. for a relatively short time, less than twenty-eight years. Harley-Davidson, the fifth ranking brand, has been manufacturing and distributing motorcycles in the U.S. for about eighty years. Besides motorcycles and ATVs, the five leading U.S. distributors also sell a wide range of other products in the U.S., including automobiles, snowmobiles, mopeds, golf carts, go carts, power products, and sailboats.

PROFILE OF MAJOR U.S. MOTORCYCLE MANUFACTURERS/DISTRIBUTORS

Brand	U.S. Motorcycle Distributor	Motorcycle Manufacturer	Year of U.S. Incorporation	Other Products Sold in U.S.
Harley-Davidson	Harley-Davidson Motor Co., Inc. 3700 W. Juneau Avenue Milwaukee, WI 53201 (414) 342-4680	Same as distributor	1907	Motorcycle accessories.
Honda	American Honda Motor Company, Inc. 100 West Alondra Blvd. Gardena, CA 90247 (213) 327-8280	Honda Motor Co., Ltd. No. 1-1, 2 Chome, Minami Aoyama Minato-Ku, Tokyo 107, Japan Honda of America Mfg. Inc. 24000 U.S. Route 33 Marysville, Ohio 43040 (Engine Manufacturing Facility) 12500 Meranda Road Ana, Ohio 45302	1959	Automobiles, all-terrain vehicles, motor scooters, accessories for motorcycles and products above, power products (generators, rototillers, outboards, lawnmowers, riding lawnmowers, lawn tractors, snow throwers, water pumps).
Kawasaki	Kawasaki Motors Corp., U.S.A. 9950 Jeronimo Road Irvine, CA 92718-2016 (714) 770-0400	Kawasaki Heavy Industries, Ltd. 1-1, Kawasaki-cho Akashi 673, Hyogoken, Japan Kawasaki Motors Manufacturing 6600 N.W. 27th St. Lincoln, Nebraska 68524	1967	All-terrain vehicles, Jet Skis, accessories for motorcycles and products above, small engines, generators.
Suzuki	U.S. Suzuki Motor Corp. 3251 East Imperial Hwy. Brea, CA 92621 (714) 996-7040	Suzuki Motor Co., Ltd. Hamamatsu-Nishi, P.O. Box 1 423-91 Hamamatsu, Japan	1963	All-terrain vehicles, outboard motors, generators, accessories for motorcycles and products above.
Yamaha	Yamaha Motor Corp., U.S.A. 6555 Katella Ave. Cypress, CA 90630 (714) 761-7300 (714) 761-7330 (Engineering Div.)	Yamaha Motor Co., Ltd. 2500 Shingai, Iwata-Shi Shizuoka-Ken, Japan	1960	Snowmobiles, snowmobile and motorcycle accessories, go cart engines, go carts, golf carts, generators, mopeds (motorized bicycles), scooters, all-terrain vehicles, sailboats, outboard engines.

Source: Information obtained by the Motorcycle Industry Council from the U.S. distributors above.

OTHER U.S. MOTORCYCLE MANUFACTURERS/ DISTRIBUTORS

While the five major brands accounted for roughly 99% of the 1985 retail sales in the United States, the remaining 1% of new motorcycle and scooter sales are distributed among almost thirty brands.

The majority of the sales from these brands below are generated by BMW, Can-Am, Husqvarna, KTM, Moto Guzzi, and Vespa. Although the U.S. motorcycle market share for most of these brands listed below is quite small, some of these brands are greater contributors to foreign markets.

OTHER 1986 U.S. MOTORCYCLE MANUFACTURERS/DISTRIBUTORS

BRAND	PRIMARY U. S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE	BRAND	PRIMARY U. S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE
ATK	ATK Leitner Corporation 723 Laguna Canyon Road Laguna Beach, California 92651 (714) 497-7525	U.S.	Can-Am	Bombardier Corporation Can-Am Division 4505 West Superior Duluth, Minnesota 55807 (218) 628-2881	England
Bajaj	Bajaj America 1237 Gadsden Street Columbia, South Carolina 29201 (803) 779-5361	India	Ducati	Cagiva of North America 20030 S. Normandie Ave. Torrance, California 90502 (213) 538-9337	Italy
Benelli	Benelli/Moto Guzzi North America 1501 Caton Avenue Baltimore, Maryland 21227 (301) 646-3635	Italy	E-Z Rider	KEZ Industries, Inc. 70 Herbert Avenue Closter, New Jersey 07624 (201) 342-7600	U.S.
Beta	Cosmopolitan Motors 301 Jacksonville Rd. Hatboro, Pennsylvania 19040 (215) 672-9100	Italy	Heald	Carl Heald, Inc. P.O. Box 1148 Benton Harbor, Michigan 49022 (616) 849-3400 (800) 253-1030	U.S.
Bimota	Cosmopolitan Motors 301 Jacksonville Rd. Hatboro, Pennsylvania 19040 (215) 672-9100	Italy	Hesketh	Aston-Martin Lagonda of North America 342 W. Putnam Ave. Greenwich, Connecticut 06830 (203) 629-8830	England
BMW	BMW of North America BMW Plaza Montvale, New Jersey 07645 (201) 573-2000	West Germany	Husqvarna	Husqvarna Motorcycle Co., Inc. 4925 Mercury Street San Diego, California 92111 (619) 565-1414	Sweden
Cagiva	Cagiva of North America 20030 S. Normandie Ave. Torrance, California 90502 (213) 538-9337	Italy			

BRAND	PRIMARY U.S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE	BRAND	PRIMARY U.S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE
Italjet	Italjet U.S.A. (Strada Intl.) 13148 Saticoy Street N. Hollywood, Calif. 91605-3495 (818) 982-2000	Italy	Moto Morini	Herdan Corporation Route 61 Port Clinton, Penn. 19549 (215) 562-3155	Italy
Jawa	Jawa Speedway Distributors Inc. 11611 Salinas #E Garden Grove, California 92643 (714) 638-5951	Czechoslovakia	M-Star	M-Star Motorcycle Corp. 740 E. Santa Maria Street Santa Paula, California 93060 (805) 525-3364	West Germany
KTM	K T M America 1906 Broadway Lorain, Ohio 44052 (216) 244-2726	Austria	Rickman	Target MOTORSPORTS 9911 Central Road Apple Valley, Calif. 92308-8545 (619) 247-4327	England
Lambretta	Cosmopolitan Motors 301 Jacksonville Road Hatboro, Pennsylvania 19040 (215) 672-9100	Spain	Riva	Yamaha Motor Corp., USA 6555 Katella Avenue Cypress, California 90630 (714) 761-7300	Japan
Laverda	Slater Brothers P.O. Box 1 Mica, Washington 99023 (509) 924-5131	Italy	Rokon	Rokon International, Inc. 7 Hadley Crossing Road Jaffrey, New Hampshire 03452 (603) 532-7794	U.S.
Malaguti	Marina Mobili Inc. P.O. Box 347 146 West Commercial Ave. Moonachie, N.J. 07074-1794 (201) 438-5700	Italy	Strociek	Strociek Engineering 10485 Product Drive Rockford, Illinois 61111 (815) 654-0141	U.S.
Montesa	Cosmopolitan Motors 301 Jacksonville Road Hatboro, Pennsylvania 19040 (215) 672-9100	Spain	Super-Bronc II	Carl Heald, Inc. P.O. Box 1148 Benford Harbor, Michigan 49022 (616) 849-3400	U.S.
Moto Guzzi	Benelli/Moto Guzzi North America 1501 Caton Avenue Baltimore, Maryland 21227 (301) 646-3635	Italy	Vespa	General Bicycles and Moped Co., Inc. 50 Oak St. E. Rutherford, New Jersey 07073 (201) 935-1140	Italy

NOTE: This list includes only those companies manufacturing and/or distributing motorcycles in the U.S. as of May 1, 1986. Although this information was obtained from the most authoritative sources available (individual companies were contacted by the Motorcycle Industry Council), the Motorcycle Industry Council is not responsible for accuracy or completeness.



The Retail Marketplace



MOTORCYCLE RETAIL OUTLETS, EMPLOYEES, AND PAYROLL

Of the estimated 12,845 retail outlets selling motorcycles and related products in the U.S. in 1986, 38% are retail outlets franchised to sell new motorcycles, scooters, or all-terrain vehicles (ATVs), and 62% are retail outlets specializing in motorcycle related parts, accessories, riding apparel, used vehicles, or service, but not franchised to sell new motorcycles, scooters or ATVs.

Motorcycle retail outlets employ an estimated 62,555 employees at an estimated annual payroll of \$777 million, including owner and manager salaries and advances.

In all states but Alaska, franchised retail motorcycle dealers have formed nonprofit associations to engage in government relations and other activities for the good of the motorcycle industry in their state. The MIC recognizes and supports these state associations with several information exchange programs. The addresses of the state associations are listed on page 44 of this publication.

	1986 Franchised Motorcycle Retail Outlets			1986 Non-Franchised Motorcycle Retail Outlets			1986 Total Motorcycle Retail Outlets		
	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll (\$000's)	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll (\$000's)	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll (\$000's)
Total U.S.	4,857	38,591	521,359	7,988	23,964	255,237	12,845	62,555	776,596
State									
Alabama	75	637	8,044	73	219	2,333	148	856	10,377
Alaska	34	282	4,107	29	87	927	63	369	5,034
Arizona	63	522	7,610	131	393	4,186	194	915	11,796
Arkansas	66	561	7,078	75	225	2,396	141	786	9,474
California	464	3,851	56,130	1,041	3,123	33,263	1,505	6,974	89,393
Colorado	89	738	10,766	121	363	3,866	210	1,101	14,632
Connecticut	49	362	5,448	90	270	2,876	139	632	8,324
Delaware	9	66	1,001	19	57	607	28	123	1,608
DC	1	7	111	7	21	224	8	28	335
Florida	175	1,487	18,768	312	936	9,969	487	2,423	28,737
Georgia	106	901	11,368	100	300	3,195	206	1,201	14,563
Hawaii	6	49	726	36	108	1,150	42	157	1,876
Idaho	62	514	7,500	62	186	1,981	124	700	9,481
Illinois	204	1,530	19,168	421	1,263	13,452	625	2,793	32,620
Indiana	135	1,012	12,685	289	867	9,234	424	1,879	21,919
Iowa	104	780	9,772	248	744	7,924	352	1,524	17,696
Kansas	81	607	7,611	105	315	3,355	186	922	10,966
Kentucky	54	459	5,791	122	366	3,898	176	825	9,689
Louisiana	91	773	9,759	84	252	2,684	175	1,025	12,443
Maine	43	318	4,781	60	180	1,917	103	498	6,698
Maryland	49	362	5,448	76	228	2,428	125	590	7,876
Mass	70	518	7,783	142	426	4,537	212	944	12,320
Michigan	181	1,357	17,007	355	1,065	11,343	536	2,422	28,350
Minnesota	116	870	10,900	187	561	5,975	303	1,431	16,875
Mississippi	62	527	6,649	50	150	1,598	112	677	8,247
Missouri	109	817	10,242	133	399	4,250	242	1,216	14,492
Montana	60	498	7,258	42	126	1,342	102	624	8,600
Nebraska	76	570	7,141	65	195	2,077	141	765	9,218
Nevada	28	232	3,387	30	90	959	58	322	4,346
N.H.	38	281	4,225	58	174	1,853	96	455	6,078
New Jersey	99	732	11,008	207	621	6,614	305	1,353	17,622
New Mexico	41	340	4,960	53	159	1,694	94	499	6,654
New York	228	1,687	25,352	497	1,491	15,881	725	3,178	41,233
N.C.	118	1,003	12,655	134	402	4,282	252	1,405	16,937
N.D.	42	315	3,946	32	96	1,022	74	411	4,968
Ohio	185	1,337	17,383	600	1,800	19,172	785	3,187	36,555
Oklahoma	74	629	7,936	115	345	3,675	189	974	11,611
Oregon	88	730	10,645	86	258	2,748	174	988	13,393
Penn.	241	1,783	26,797	459	1,377	14,666	700	3,160	41,463
R.I.	13	96	1,445	37	111	1,182	50	207	2,627
S.C.	49	416	5,255	56	168	1,789	105	584	7,044
S.D.	43	322	4,040	27	81	863	70	403	4,903
Tennessee	97	824	10,403	123	369	3,930	220	1,193	14,333
Texas	286	2,431	30,673	364	1,092	11,631	650	3,523	42,304
Utah	62	514	7,500	58	174	1,853	120	688	9,353
Vermont	26	192	2,891	36	108	1,150	62	300	4,041
Virginia	85	722	9,116	125	375	3,994	210	1,097	13,110
Washington	121	1,004	14,637	121	363	3,866	242	1,367	18,503
W. Virginia	46	340	5,115	44	132	1,406	90	472	6,521
Wisconsin	164	1,230	15,410	230	690	7,349	394	1,920	22,759
Wyoming	49	406	5,928	21	63	671	70	469	6,599

Note: A franchised motorcycle outlet is defined as a motorcycle retail outlet franchised to sell new motorcycles, scooters, or all-terrain vehicles (ATVs).

A non-franchised motorcycle outlet is defined as a motorcycle retail outlet specializing in the sale of either motorcycle related parts, accessories, riding apparel, used vehicles, or service, but not franchised to sell new motorcycles, scooters, or ATVs. Because of differences in list sources, direct comparisons should not be made between the number of non-franchised outlets each year.

Source: 1986 Motorcycle Retail Outlet Study, Motorcycle Industry Council, Inc., Costa Mesa, California, June 1986
1985 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, February 1986

MOTORCYCLE OUTLET RETAIL SALES

1985 motorcycle, scooter and ATV related sales and services by all retail outlets nationwide are estimated to be \$5.6 billion, of which \$4.4 billion are generated by outlets franchised to sell new motorcycles, scooters and ATVs, and \$1.2 billion by non-franchised motorcycle outlets which include parts, accessory, used vehicle and service stores.

New motorcycles, scooters, and ATVs represented just over half (50%) of the total 1985 related retail sales and services. Parts, accessories, and riding apparel represented about 32%, used vehicles 8%, and service labor 8%. Other related sales, such as insurance premiums and extended warranties, accounted for about 1% of the total motorcycle, scooter and ATV related retail sales and services.

The distribution of franchised and non-franchised motorcycle outlets by the 1985 total motorcycle and ATV related retail sales and services is shown below.

1985 ESTIMATED RETAIL SALES BY U.S. MOTORCYCLE OUTLETS

	1985 Estimated Motorcycle Related Retail Sales					
	Franchised M/C Outlets	% of Total	Non-Franchised M/C Outlets	% of Total	All Motorcycle Retail Outlets	% of Total
New Motorcycles, Scooters & ATVs	\$2,787,000,000	63.4%	\$ 0	0.0%	\$2,787,000,000	50.2%
Used Motorcycles, Scooters & ATVs	369,300,000	8.4%	75,400,000	6.5%	444,700,000	8.0%
Parts, Accessories, & Riding Apparel	866,000,000	19.7%	932,000,000	80.3%	1,798,000,000	32.4%
Service Labor	294,600,000	6.7%	153,200,000	13.2%	447,800,000	8.0%
Other M/C Related Sales	79,100,000	1.8%	0	0.0%	79,100,000	1.4%
Total M/C Related Sales	\$4,396,000,000	100.0%	\$1,160,600,000	100.0%	\$5,556,600,000	100.0%

NOTE: Comparisons can not be made with prior years due to revisions in new vehicle sales estimates and differences in dealer list sources. See page 24 for outlet definitions.

DISTRIBUTION OF MOTORCYCLE OUTLETS BY 1985 RETAIL SALES



Source: 1985 Motorcycle Retail Outlet Study, Motorcycle Industry Council, Inc., Costa Mesa, California, August 1985.
1985 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, February 1986.

MOTORCYCLE RETAIL OUTLET PROFILE

In 1985 the typical franchised motorcycle outlet employed an average of 8 persons annually at an average annual payroll of \$107,000. The franchised motorcycle outlet had been in business at the same location for an average of 12 years and under its current ownership for an average of 11 years. Franchised motorcycle outlets sold an average of 231 new and 41 used motorcycle, scooter, and ATV units in 1985. The average total motorcycle related sales and services for a franchised motorcycle outlet was \$690,000 in 1985.

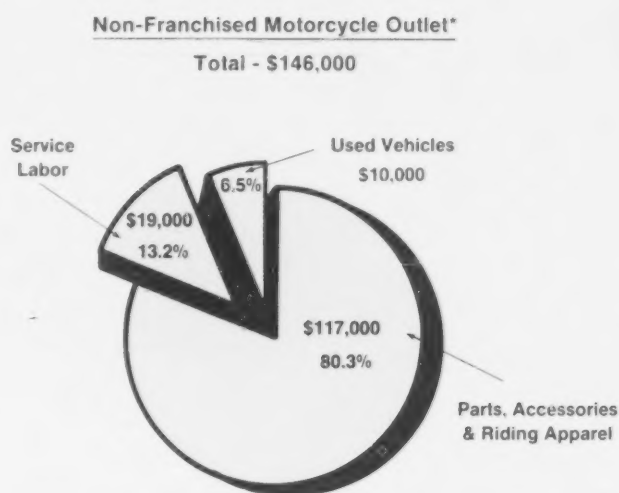
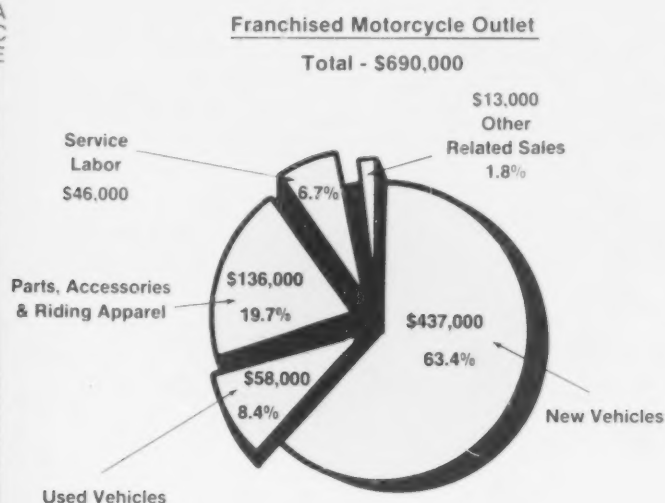
In 1985 the typical non-franchised motorcycle outlet employed an average of 3 persons annually at an average annual payroll of \$32,000. The non-franchised motorcycle outlets had been in business at the same location for an average of 5 years and under its current ownership for an average of 7 years. The average total motorcycle related sales and services for a non-franchised motorcycle outlet was \$146,000 in 1985. The distribution by type of motorcycle related sales and services for both franchised and non-franchised outlets is shown below.

1985 MOTORCYCLE RETAIL OUTLET PROFILE

	Franchised M/C Outlet	Non-Franchised M/C Outlet
	Average	Average
Number of Employees	8.0	3.0
Full-Time	6.9	2.2
Part-Time	1.1	0.8
Employee Payroll	\$107,000	\$32,000
(Including owner's and mgr's salary and advances)		
Years At Same Location	12.0	5.0
(Under current & previous ownership)		
Years Under Current Ownership	11.0	7.0
(Whether or not at this location)		
Advertising & Promotional Expenditures	\$10,000	\$1,000
New Motorcycle, Scooter, & ATV Unit Sales	231	N/A
Used Motorcycle, Scooter, & ATV Unit Sales	41	N/A
Number of New Brands Carried	1.6	N/A

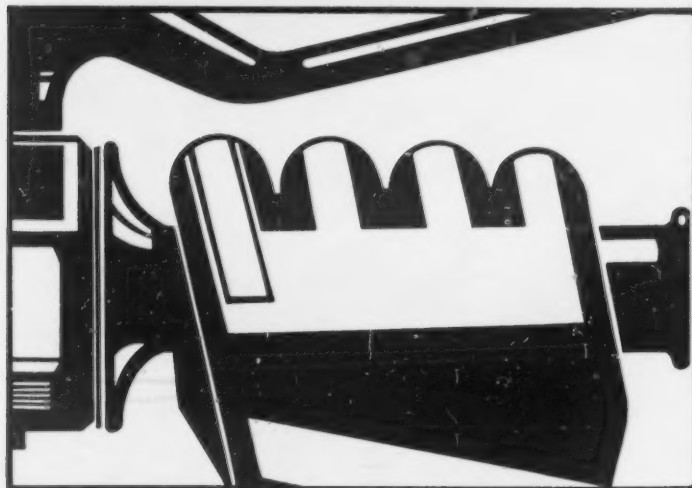
Note: See page 24 for outlet definitions

DISTRIBUTION OF MOTORCYCLE RELATED SALES PER OUTLET

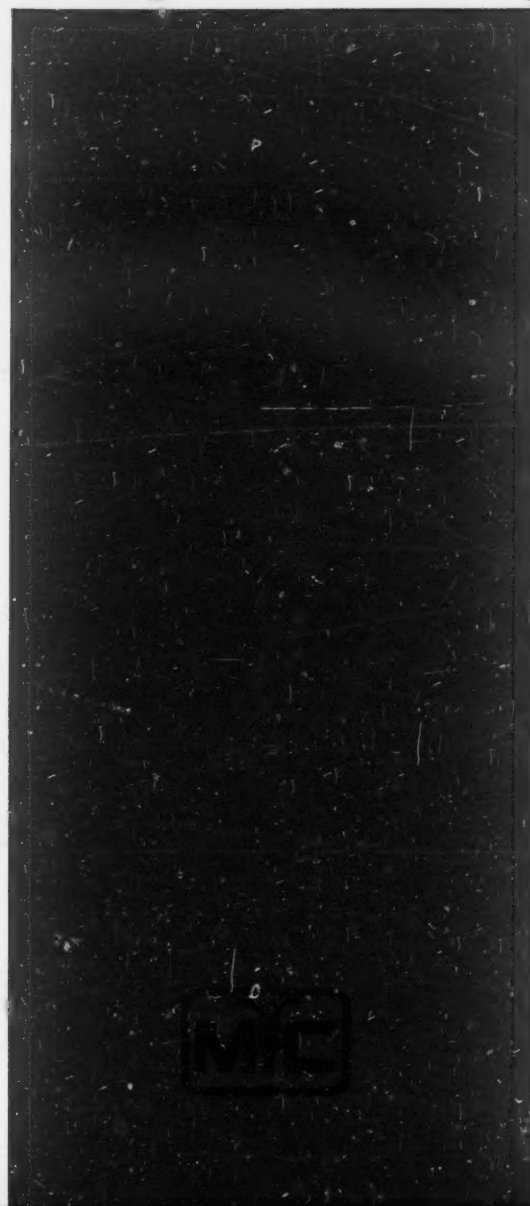


* Represents average distribution of sales by all non-franchised outlets combined and may not be typical of individual motorcycle parts, accessory, or service outlets.

Source: 1985 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, February 1986.



Motorcycle Usage



U.S. MOTORCYCLE USAGE ON-HIGHWAY AND OFF-HIGHWAY By STATE

Of the 7.7 million motorcycles, scooters and ATVs in use in 1985, it is estimated that 4.35 million were used on public roads and 4.08 million were used off-highway some of the time.

Of the 4.35 million motorcycles used on-highway, the majority (85%) were on-highway motorcycles. Dual purpose motorcycles accounted for 11% of the motorcycles used on-highway.

Of the 4.08 million motorcycles and ATVs used off-highway at some time, the majority were off-highway motorcycles and ATVs (71%) and dual purpose motorcycles accounted for 21%. Only 8% of the on-highway motorcycles were used off-highway in 1985.

MOTORCYCLES USED ON AND OFF-HIGHWAY IN 1985

	U.S. Total	Model Type		
		On-Highway	Off-Highway	Dual Purpose
Total Motorcycles in Use (% of total in use)	7,700,000 (100%)	3,800,000 (100%)	2,900,000 (100%)	1,000,000 (100%)
Motorcycles Used On-Highway at Some Time (% of total in use)	4,354,000 (57%)	3,682,000 (97%)	200,000 (7%)	472,000 (47%)
Motorcycles Used Off-Highway at Some Time (% of total in use)	4,076,000 (53%)	312,000 (8%)	2,900,000 (100%)	864,000 (86%)

MOTORCYCLE USAGE BY STATE IN 1985

State	Total Motorcycles In Use	Motorcycles Used On-Highway At Some Time	Motorcycles Used Off-Highway At Some Time
Alabama	152,300	72,600	95,400
Alaska	42,700	12,000	35,200
Arizona	128,400	60,900	79,600
Arkansas	134,400	51,600	95,600
California	924,600	532,000	480,800
Colorado	123,400	71,300	65,800
Connecticut	80,200	55,500	31,300
Delaware	14,100	8,200	7,100
D.C.	1,500	1,400	200
Florida	298,700	180,700	146,100
Georgia	185,600	93,400	110,500
Hawaii	Not Available		
Idaho	69,200	31,600	47,300
Illinois	279,300	188,700	116,000
Indiana	204,400	129,600	92,500
Iowa	165,400	120,900	59,000
Kansas	93,700	58,500	44,300
Kentucky	94,300	47,500	56,300
Louisiana	181,500	74,100	123,300
Maine	61,300	35,500	30,900
Maryland	91,900	61,100	39,000
Mass.	115,700	78,900	45,800
Michigan	309,300	176,700	160,200
Minnesota	193,700	111,400	99,700
Mississippi	97,100	36,200	69,800
Missouri	150,500	75,900	88,500

State	Total Motorcycles In Use	Motorcycles Used On-Highway At Some Time	Motorcycles Used Off-Highway At Some Time
Montana	51,400	23,300	35,200
Nebraska	72,200	40,700	39,100
Nevada	38,400	19,000	23,300
N.H.	57,100	35,500	26,200
N.J.	140,900	90,400	62,400
New Mexico	61,000	33,000	35,000
New York	344,500	219,200	152,800
North Carolina	161,100	86,000	90,000
North Dakota	42,400	22,800	24,300
Ohio	327,600	212,500	141,700
Oklahoma	147,100	76,700	86,900
Oregon	125,300	61,100	77,200
Penn.	307,200	175,400	160,800
Rhode Island	25,300	19,300	8,000
S.C.	76,600	46,200	37,100
S.D.	40,400	23,200	21,400
Tennessee	179,900	83,900	114,200
Texas	517,300	284,000	283,400
Utah	114,800	48,400	80,600
Vermont	23,500	12,900	12,700
Virginia	149,600	91,100	72,300
Washington	191,100	104,600	106,800
W. Virginia	74,800	31,800	51,400
Wisconsin	206,100	133,700	91,100
Wyoming	31,200	13,100	21,900
U.S. Totals	7,700,000	4,354,000	4,076,000

Note: See page 6 for model type definitions.

Includes scooters and ATVs, and excludes mopeds and mopeds.

The 1985 figures are not comparable to 1984 and prior year estimates due to different baselines used for deriving population estimates.

Source: 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

PUBLIC LAND AND OFF-HIGHWAY MOTORCYCLE STATISTICS BY STATE

Excluding Alaska which is predominantly public land, over one fifth (22%) of the total U.S. acreage, or 420 million acres, is public land managed by federal and state government. Of this 420 million acres, 86% is in the western states.

In 1985 an estimated 4.1 million motorcycles and ATVs were used for off-highway recreational purposes. In 1985 the off-highway motorcycle and ATV industry generated an estimated \$3.0 billion in consumer sales and services, and state taxes and licensing, of which \$1.3 billion is attributed to the retail sales of 777,000 new motorcycles and ATVs.

1985 PUBLIC LAND AND OFF-HIGHWAY MOTORCYCLE STATISTICS BY STATE

State	Total Acreage	(1) Public Land Acreage			(2) 1985 Sales of Of New Mcs. Used Off-Hwy At Some Time	(3) Total Mcs. Used Off-Hwy At Some Time	(4) 1985 Est. Annual Economic Value Of Off-Hwy Retail Mktplace	Off-Hwy Mc. Penetration	
		Fed. Gov't.	State Gov't.	% of State				Off-Hwy Mcs. Per 100 Pop.	Off-Hwy Mcs. Per 1000 Public Acres
	(000)	(000)	(000)				(\$000)		
Alabama	32,678	1,139	48	3.6	19,900	95,400	\$ 74,330	2.3	80.4
Alaska	365,482	313,782	3,144	86.7	4,700	35,200	19,690	6.5	0.1
Arizona	72,688	32,155	34	44.3	14,900	79,600	60,300	2.4	2.5
Arkansas	33,599	3,392	44	10.2	19,200	95,600	77,520	4.0	27.8
California	100,207	47,892	1,208	49.0	79,500	480,800	341,540	1.8	9.8
Colorado	66,486	24,193	160	36.6	10,300	65,800	41,120	2.0	2.7
Connecticut	3,135	12	167	5.7	7,200	31,300	26,070	1.0	174.9
Delaware	1,266	26	10	2.8	1,600	7,100	5,320	1.1	197.2
Dist. of Columbia	39	11	N/A	28.2	N/A	200	30	0.1	18.2
Florida	34,721	4,550	254	13.8	27,100	146,100	100,980	1.3	30.4
Georgia	37,295	2,297	60	6.3	28,400	110,500	94,880	1.8	46.9
Hawaii	4,106	816	25	20.5	N/A	N/A	N/A	N/A	N/A
Idaho	52,933	33,738	41	63.8	7,000	47,300	28,420	4.6	1.4
Illinois	35,795	614	382	2.8	18,700	116,000	73,450	1.0	116.5
Indiana	23,158	502	54	2.4	20,500	92,500	77,430	1.7	166.4
Iowa	35,660	229	81	0.9	5,600	59,000	22,130	2.0	190.3
Kansas	52,511	625	36	1.3	6,800	44,300	26,900	1.8	67.0
Kentucky	25,512	1,324	43	5.4	12,800	56,300	45,110	1.5	41.2
Louisiana	28,868	1,156	36	4.1	17,800	123,300	66,320	2.7	103.4
Maine	19,848	102	73	0.9	7,400	30,900	29,860	2.6	176.6
Maryland	6,319	199	226	6.7	8,700	39,000	31,060	0.9	91.8
Massachusetts	5,035	86	262	6.9	11,700	45,800	43,540	0.8	131.6
Michigan	36,492	3,512	250	10.3	36,100	160,200	150,630	1.7	42.6
Minnesota	51,206	3,455	182	7.1	13,300	99,700	56,230	2.4	27.4
Mississippi	30,223	1,766	20	5.9	12,500	69,800	47,080	2.6	39.1
Missouri	44,248	2,179	106	5.2	20,400	88,500	80,870	1.7	38.7
Montana	93,271	27,134	47	29.1	4,200	35,200	17,590	4.2	1.3
Nebraska	49,032	713	136	1.7	4,700	39,100	19,200	2.4	46.1
Nevada	70,264	59,920	152	85.5	4,700	23,300	18,020	2.5	0.4
New Hampshire	5,769	740	29	13.3	7,600	26,200	29,230	2.6	34.1
New Jersey	4,813	129	291	8.7	14,700	62,400	53,460	0.8	148.6
New Mexico	77,766	25,894	118	33.4	7,000	35,000	26,700	2.4	1.3
New York	30,681	1,565	255	5.9	34,100	152,800	142,320	0.9	84.0
No. Carolina	31,403	2,284	120	7.7	24,900	90,000	83,360	1.4	37.4
North Dakota	44,452	2,368	18	5.4	2,600	24,300	10,810	3.5	10.2
Ohio	26,222	369	111	1.8	31,200	141,700	121,250	1.3	295.2
Oklahoma	44,088	1,606	94	3.9	11,500	86,900	42,450	2.6	51.1
Oregon	61,599	30,625	89	49.9	13,000	77,200	51,330	2.8	2.5
Pennsylvania	28,804	700	279	3.4	38,100	160,800	154,530	1.3	164.2
Rhode Island	677	7	9	2.4	1,500	8,000	5,090	0.8	500.0
So. Carolina	19,374	1,200	78	6.6	7,600	37,100	24,050	1.1	29.0
So. Dakota	48,882	3,238	91	6.8	2,100	21,400	9,290	3.0	6.4
Tennessee	26,728	1,897	166	7.7	25,200	114,200	94,700	2.4	55.4
Texas	168,218	3,566	195	2.2	50,500	283,400	188,910	1.7	75.4
Utah	52,697	33,601	96	63.9	14,400	80,600	58,780	4.7	2.4
Vermont	5,937	316	170	8.2	2,800	12,700	11,420	2.4	26.1
Virginia	25,496	2,471	49	9.9	17,100	72,300	60,160	1.2	28.7
Washington	42,694	12,406	220	29.6	14,300	106,800	55,130	2.4	8.5
West Virginia	15,411	1,212	149	8.8	13,500	51,400	49,920	2.6	37.8
Wisconsin	35,011	1,906	120	5.8	13,400	91,100	55,890	1.9	45.0
Wyoming	62,343	30,943	125	49.8	3,700	21,900	15,200	4.2	0.7
U.S. Total	2,271,342	726,562	10,153	32.4	776,500	4,076,000	\$3,019,600	1.7	5.5

MOTORCYCLE USAGE

Note: The 1985 sales, population, and economic figures above are not comparable to prior year estimates due to sales and population revisions. Includes competition motorcycles and three and four-wheeled all-terrain vehicles.

Source: (1) Statistical Abstract of the United States, 1985, U.S. Department of Commerce, Bureau of Census. Includes state park and recreation areas only.

(2) Derived from MIC Manufacturers Shipment Reporting System, 1985 Annual Report.

(3) 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

(4) Derived from "Economic Value of the Motorcycle Retail Marketplace," on page 11, by M.I.C. Includes retail sales of motorcycles and ATVs (new and used) and parts and accessories, dealer servicing, product advertising, vehicle financing charges, insurance premiums, dealer personnel salaries, state sales and dealer personal income taxes, and vehicle registration fees.

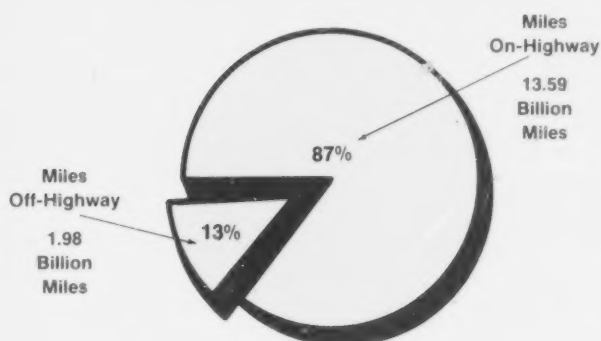
MILES TRAVELED ON AND OFF-HIGHWAY BY MODEL TYPE

It is estimated that the 7.7 million motorcycles, scooters, and ATVs in use traveled roughly 15.6 billion miles (including miles traveled off-highway), compared to an estimated 1,750 billion miles traveled by all other motor vehicles in 1985. 87% of the total motorcycle mileage in 1985 was on public highways and the remaining 13% was off-highway. On-highway motorcycles accounted for the majority (83%) of motorcycle travel, while travel on dual purpose and off-highway motorcycles, including ATVs, represented 8% and 9% respectively.

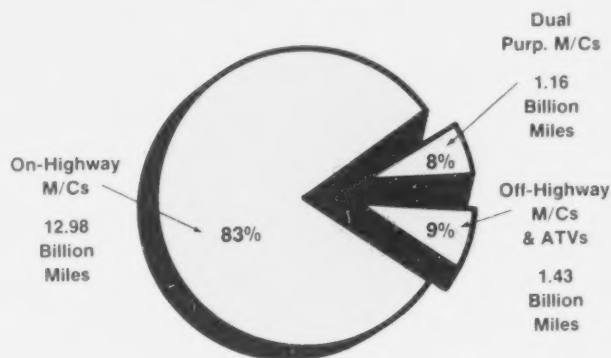
The majority (95%) of motorcycle mileage on public roads was accumulated by on-highway motorcycles, while only 5% of the mileage was traveled on dual purpose motorcycles. Off-highway motorcycles and ATVs accumulated almost three fourths (72%) of the miles traveled off-highway, and the remaining 28% was divided between dual purpose motorcycles with 22% and on-highway motorcycles with 6%.

15.6 BILLION MOTORCYCLE MILES TRAVELED IN 1985

Miles On-Highway and Off-Highway

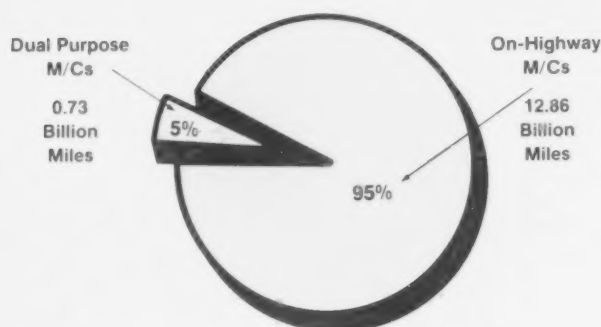


Miles by Model Type

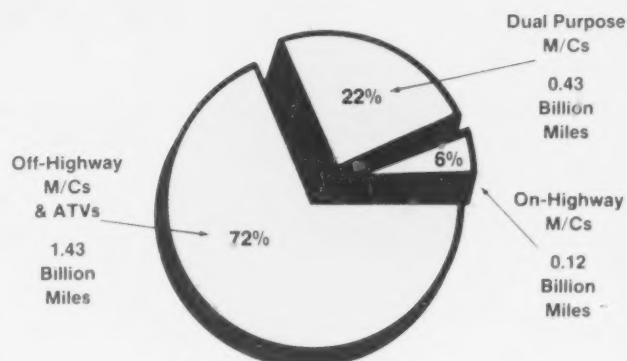


ON & OFF-HIGHWAY MILEAGE BY MODEL TYPE

Mileage On-Highway



Mileage Off-Highway



Note: The 1985 figures above are not comparable to 1984 and prior year estimates due to different baselines used for deriving population and mileage estimates.

Source: Derived by the Motorcycle Industry Council from the following sources:
 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.
 1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

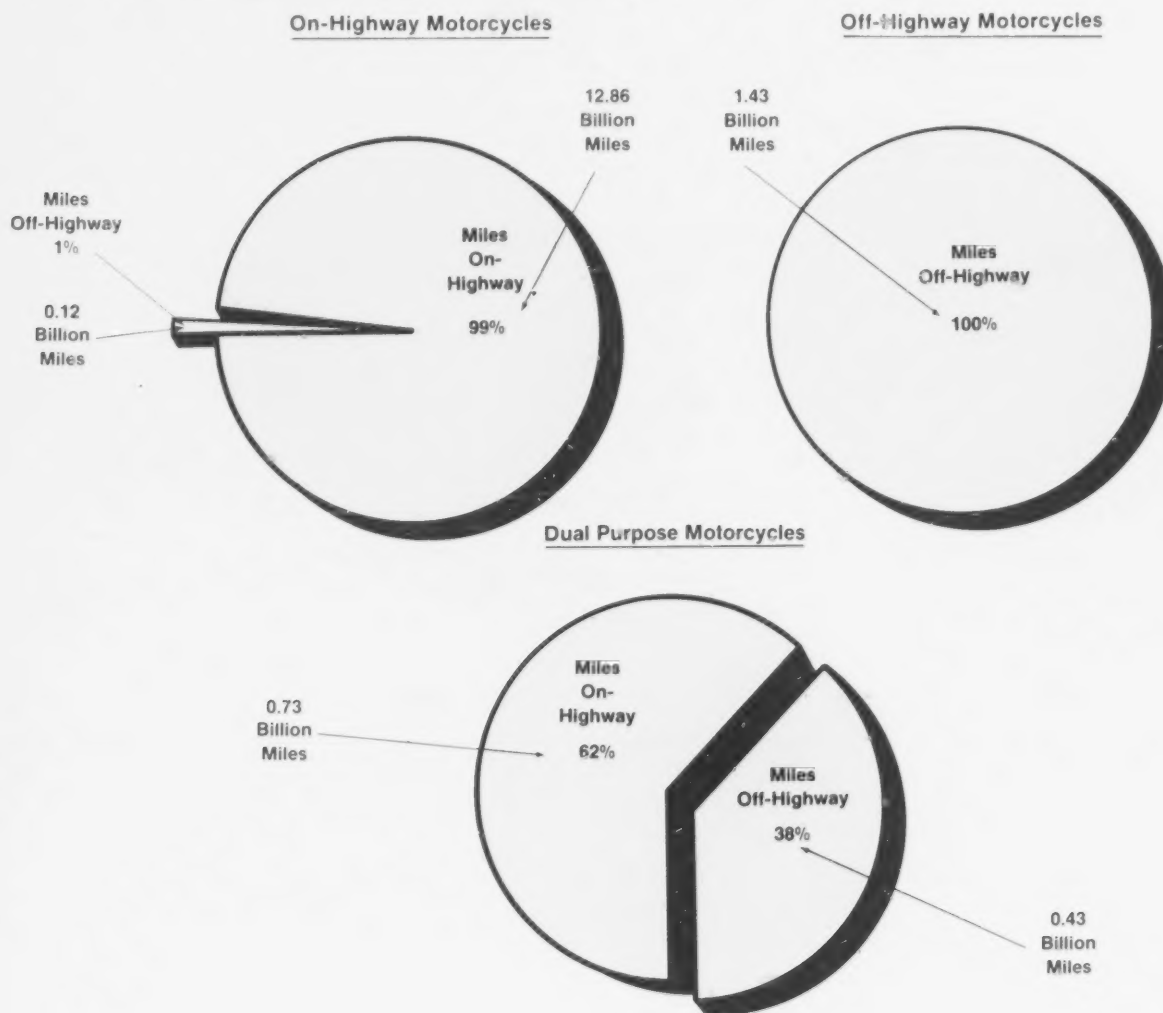
MILES TRAVELED BY MODEL TYPE FOR ON AND OFF- HIGHWAY

Of the total miles traveled by on-highway motorcycles in 1985, it is estimated that 99% was on public highways and the remaining 1% off-highway.

It is assumed that all of the mileage by off-highway motorcycles and ATVs was off public roads since these vehicles do not comply with the Federal Motor Vehicle Safety Standards for use on public roads.

Mileage by dual purpose motorcycles was somewhat greater on-highway (62%) than mileage off-highway (38%) in 1985.

ON & OFF-HIGHWAY MILEAGE BY MODEL TYPE



MOTORCYCLE
USAGE

Note: The 1985 figures above are not comparable to 1984 and prior year estimates due to different baselines used for deriving population and mileage estimates.

Source: Derived by the Motorcycle Industry Council from the following sources:
 1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.
 1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

MOTORCYCLE AVERAGE ANNUAL MILEAGE

In 1985 motorcycles ridden on-highway traveled an average of 3,272 miles. On-highway motorcycles tend to travel more than twice the distance traveled by dual purpose motorcycles on public highways. Motorcycles and ATVs ridden off-highway traveled an average of 485 miles in 1985. Off-highway motorcycles and ATVs combined tend to travel about the same distance off-highway as dual purpose motorcycles.

The majority of on-highway (79%) and off-highway (73%) riding occurred in the spring and summer. Riding in rural areas accounted for 41% of the miles ridden on-highway and 65% of the miles ridden off-highway. Weekend riding accounted for about half (52%) of on-highway riding and two thirds (68%) of off-highway riding.

AVERAGE ANNUAL MILEAGE TRAVELED IN 1985

Average Annual Mileage Traveled in 1985	Total Motorcycles	On-Highway Motorcycles	Off-Highway Motorcycles & ATVs	Dual Purpose Motorcycles
On-Highway	3,272	3,492	—	1,558
Off-Highway	485	401	491	500

ANNUAL MILEAGE BY SEASON, RIDING AREA, WEEKENDS

	Average % of Annual Mileage*	
	On-Highway	Off-Highway
By Season		
Spring	27%	28%
Summer	52%	45%
Fall	16%	18%
Winter	5%	10%
By Riding Area		
Major Cities	21%	21%
Suburban Areas	39%	14%
Rural Areas	41%	65%
On Weekends		
	52%	68%

* Percentages are mean averages and therefore do not always add up to 100%.

Source: 1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.
1985 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

ON-HIGHWAY MOTORCYCLE FUEL ECONOMY AND COMMUTING

On average, motorcycles used on-highway are about twice as fuel-efficient as most new automobiles. Motorcycles used on-highway travel from about 40 to 120 miles per gallon of gasoline, depending on the size of the engine.

Of the 4.4 million motorcycles used on-highway, an estimated 2.7 million were used to commute to work or school at some time in 1985. The average number of days commuted in a four week period was 7, and the average number of miles commuted round trip was 23.

1986 MOTORCYCLE FUEL ECONOMY FIGURES

Engine Displacement	Estimated Average Miles Per Gallon*	
	On-Highway Motorcycles	Dual Purpose Motorcycles
Under 125 cc	121	110
125-349 cc	74	94
350-449 cc	55	66
450-749 cc	52	59
Over 749 cc	40	-

* Derived from manufacturer exhaust emission test results. The U.S. EPA requires manufacturers to certify exhaust emissions for all 50 cc and greater on-highway and dual purpose motorcycles. The EPA does not require fuel economy testing for motorcycles. However, fuel economy figures can be derived from the exhaust emission test results. MPG figures were derived in this way from 71, 1986 test vehicles produced by the four leading manufacturers which represent about 95% of the motorcycle sales nationwide.

MOTORCYCLE COMMUTING

Motorcycles Used to Commute to Work or School in 1985 (at some time)	2,700,000
Average Days Commuted in 4 Week Period	7 Days
Average Miles Commuted Round Trip	23 Miles

Source: MPG figures derived from tests performed by manufacturers in accordance with the U.S. EPA motorcycle exhaust emission certification test procedures.

1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

MOTORCYCLE RIDER EDUCATION PROGRAMS

It has become apparent in recent years that rider education and training are important steps in motorcycle accident prevention. Motorcycle accident statistics indicate that a substantial percentage of such accidents involve riders with limited experience and training.

Prior to 1973 there were few organized education and training programs to instruct beginners in safe motorcycle operation. Since 1973, the Motorcycle Safety Foundation (MSF), a private nonprofit traffic safety organization, has been successful in developing a motorcycle rider education program which includes instructor preparation and classroom and on-cycle rider instruction and is available to the public, as well as private, schools and organizations.

MOTORCYCLE SAFETY FOUNDATION RIDER EDUCATION PROGRAMS

The Motorcycle Safety Foundation's rider education program curriculum, known as the *Motorcycle Rider Course* (MRC), is research-based and field-tested, and offers the latest in teaching techniques and instructional guidelines, as well as providing a complete set of educational materials.

Introduced late in 1976, and revised in 1986, the MRC is used by private community and military motorcyclist groups in 47 states. The experienced rider course, the Better Biking Program, is also available. For the nearest course location, call toll free (800) 447-4700.

Qualified Instructors play an important part in the implementation and success of a rider education course. In a cooperative endeavor with MSF Chief Instructors, close to 12,500 Instructors have been trained since 1973. Each Instructor completes a minimum of 50 hours instruction which includes performance evaluation both as a teacher and a motorcycle rider.

Motorcycle manufacturers and distributors cooperate by making motorcycles available for student use in the MRC training programs. More than 3,100 motorcycles were loaned free of charge to qualifying sponsors in 1985.

Through these combined efforts motorcyclists have an opportunity to learn to ride safely. Courses meeting MSF standards have prepared nearly 410,000 students since the program originated in 1973.

Many such courses are now supported, in part, with funds generated by state legislation. The Foundation's goal is to continue this quality rider education effort for the benefit of the motorcycle riding public.

Instructor Preparation

- 128 Chief Instructors prepared Instructors with MSF materials in 1985.
- 12,498 Instructors have been prepared with MSF assistance since 1973.

Rider Education Programs

- Nearly 410,000 students have completed courses meeting MSF standards since 1973.
- 630 sites offered quality rider education courses in 1985.
- 447 were public sites and 183 were military sites.
- The MSF rider education programs have been implemented in 50 states.

STATE MOTORCYCLE RIDER EDUCATION PROGRAMS

Many state motorcycle rider education programs are supported, in part, with funds provided by state legislation. In recent years a number of states have recognized the benefits of motorcycle rider education, and have enacted legislation to provide state funding for motorcycle safety programs. Thus far, 20 states have passed motorcycle rider education legislation. State funded rider education programs are supported by motorcyclists through motorcycle license or registration fees, or from special legislative appropriations.

Some states also supplement their programs with federal highway safety funds. During 1985, 10 states obligated federal "402" funds for motorcycle safety program administration.

STATE MOTORCYCLE RIDER EDUCATION PROGRAMS

State	MSF Recognized Rider Education Sites in 1985	MSF Rider Education Course Graduates in 1985	MSF Rider Education Instructors Active in 1985	State Legislation For Rider Education (Effective Date)	Estimated Annual State Funding	Federal Funding For Rider Education Programs
Alabama	20	1,138	71	No	None	No
Alaska	1	43	9	No	None	No
Arizona	9	837	69	Yes (7/24/81)	\$ 84,000	No
Arkansas	5	341	49	No	None	No
California	63	14,018	394	Yes (1/1/86)	\$ 1.3 mil	No
Colorado	10	1,262	56	No	None	No
Connecticut	10	1,190	48	Yes (7/1/82)	\$159,000	Yes
Delaware	2	153	11	Yes (7/1/85)	\$ 85,000	No
D.C.	1	1	2	No	None	No
Florida	33	4,919	168	No	None	Yes
Georgia	10	563	31	Yes (1/1/85)	\$456,000	No
Hawaii	7	1,155	40	No	None	Yes
Idaho	3	358	11	No	None	No
Illinois	6	8,318	278	Yes (1/1/82)	\$ 1.2 mil.	Yes
Indiana	21	1,176	96	No	None	Yes
Iowa	28	1,869	144	No	None	Yes
Kansas	15	462	53	Yes (9/1/82)	\$ 90,000	No
Kentucky	4	936	16	No	None	No
Louisiana	6	1,591	33	No	None	Yes
Maine	8	258	14	No	None	No
Maryland	11	1,650	51	Yes (7/1/83)	\$600,000	No
Massachusetts	9	690	38	No	None	No
Michigan	36	3,015	148	Yes (1/1/84)	\$750,000	No
Minnesota	24	921	86	Yes (7/1/82)	\$300,000	No
Mississippi	5	545	21	No	None	No
Missouri	6	384	76	No	None	No
Montana	3	168	7	No	None	No
Nebraska	5	66	44	Yes (8/15/81)	\$ 85,000	No
Nevada	4	505	24	No	None	No
New Hampshire	2	182	12	No	None	No
New Jersey	5	186	36	No	None	No
New Mexico	6	1,226	50	Yes (7/1/83)	\$112,000	No
New York	28	1,315	204	No	None	Yes
North Carolina	4	172	31	No	None	No
North Dakota	3	1,580	49	Yes (1/1/80)	\$157,000	No
Ohio	15	578	67	No	None	No
Oklahoma	9	359	48	No	None	No
Oregon	8	631	36	Yes (10/15/83)	\$150,000	No
Pennsylvania	30	5,430	193	Yes (7/1/84)	\$1 mil.	No
Rhode Island	1	2,532	21	No	None	No
South Carolina	12	1,352	35	No	None	No
South Dakota	1	693	33	Yes (7/1/82)	\$ 58,000	Yes
Tennessee	7	188	35	No	None	No
Texas	56	3,993	285	Yes (9/1/83)	\$230,000	No
Utah	4	685	13	No	None	No
Vermont	1	10	7	No	None	No
Virginia	20	2,148	135	Yes (5/1/85)	\$245,000	No
Washington	23	2,030	110	Yes (7/1/83)	\$ 90,000	No
West Virginia	3	16	4	No	None	Yes
Wisconsin	25	1,397	109	Yes (5/1/82)	\$196,000	No
Wyoming	2	14	4	No	None	No
U.S. Total	630	75,249	3,605			

MOTORCYCLE
USAGE

Source: Motorcycle Safety Foundation, Costa Mesa, California.

STATE MOTORCYCLE OPERATOR LICENSING PROGRAMS

Each year the Motorcycle Safety Foundation surveys the licensing authorities in the nation's 51 licensing jurisdiction on motorcycle operator licensing programs.

The table below summarizes the use of MSF materials in the state motorcycle operator licensing programs. The Foundation's licensing department provides technical assistance and examiner training for states adopting the MOST and the alternate test.

1986 STATE MOTORCYCLE OPERATOR LICENSING PROGRAMS

1986	STATE	TYPE OF SKILL TEST	MOM ADOPTION	MOM KNOWLEDGE TEST	WATER OR RIVER EDUCATION	SHARING THE ROAD WITH MOTORCYCLES ADDITION	NUMBER OF MOTORCYCLE TESTING SITES	NUMBER OF DRIVER LICENSE EXAMINERS	NUMBER OF LICENSED DRIVERS (AS OF 12/31/86)	NUMBER OF LICENSED MOTORCYCLE OPERATORS (AS OF 12/31/86)	NUMBER OF MOTORCYCLE REGISTRATIONS	TYPE OF VEHICLE REGISTERED AS MOTORCYCLE
	Alabama	None	Yes	Yes	N	Yes	N/A	129	2,616,844	10,860	71,511	FGJ
	Alaska	MOST/Alternate	Yes	Yes	N	Yes	29	36	408,961	N/A	15,094	D,FG,I,J
	Anzona	MOST	Yes	Yes	N	No	41	185	2,526,873	137,107	73,000	A,C,D,F
	Arkansas	Off-Street	No	No	N	Yes	106	30	1,758,238	60,102	23,768	C,D,E,F
	California	Off-Street	Yes	Yes	N	No	155	527	16,954,921	748,783	695,251	A,C,D,E,F,H,I,J
	Colorado	Alternate ² Off-Street/On-Street	Yes	Yes	S	Yes	88	160	2,269,785	182,864	114,905	C,D,E,FG,J
	Connecticut	MOST	Yes	Yes	N	Yes	11	95	2,100,000	156,000	35,000	D,E,F,H,I,J
	Delaware	Alternate	Yes	Yes	K,S	Yes	4	16	451,791	33,676	8,625	C,D,E,F,H
	D.C.	MOST/Alternate	No	No	N	Yes	1	10	370,285	8,375	3,996	A,B,C,D,E,FG
	Florida	MOST/Alternate	Yes ⁴	Yes ⁴	N/A	No	80	874	9,411,717	294,042	224,473	A,C,D,E,F,H
	Georgia	MOST/Alternate	No	No	N	No	56	140	4,500,000	110,781	N/A	A,C,D,E,F,H,I,J
	Hawaii	Alternate	No	No	N	Yes	13	31	582,218	17,231	10,199	C,D,F
	Idaho	None	No	No	N/A	No	N/A	44	669,092	N/A	50,595	C,D,E,FG,H,J
	Illinois	Off-Street/On-Street MIST/Alternate ²	No	No	N	No	63	220	7,200,000	518,000	260,828	D,FG,H,I,J
	Indiana	Alternate	Yes	Yes	N	No	37	99	3,574,337	196,572	N/A	B,D,E,F,H
	Iowa	Off-Street	Yes	No	S	No	140	36	1,979,674	264,119	187,428	A,C,D,E,F,I,J
	Kansas	Alternate	Yes	Yes	K,S	Yes	113	158	1,691,998	252,818	83,744	B,C,D,G,F,I,J
	Kentucky	Off-Street/ On-Street	No	No	N	Yes	120	65	2,259,056	20,363	50,355	A,C,D,E,F,I,J
	Louisiana	Off-Street	No	No	N	No	82	397	2,700,000	83,000	31,281	FG,I,J
	Maine	Alternate MIT ¹ In-Traffic	No	No	N	Yes	49	33	790,623	79,114	37,950	C,D,F,G,I,(J&K) ¹⁴
	Maryland	Alternate ²	No	Yes	N	Yes	26	112	2,865,416	167,208	63,267	C,D,E,F
	Massachusetts	On-Street	No	No	N	Yes	35	130	3,631,746	257,281	100,633	D,F,I
	Michigan	Alternate ² Off-Street	Yes ⁵	No	N	Yes	68	1,060	6,207,252	491,101	212,000	A,C,D,E,F,(I,J,K) ¹⁵
	Minnesota	MOST/Alternate On-Street	Yes	No	N	Yes	96	92	2,800,726	254,752	153,851	A,B,C,D,F,H
	Mississippi	MIT	Yes	Yes	S	Yes	91	47	1,764,448	28,904	28,904	FG,I,J
	Missouri	Off-Street	Yes	Yes	N	No	125	146	3,402,967	244,945	114,546	A,C,D,E,F,I,J
	Montana	MOST/Alternate	Yes	Yes	N	Yes	58	22	684,000	28,750	32,000	A,C,D,E,F,H
	Nebraska	MIT	Yes	Yes	N	Yes	94	62	1,109,432	62,542	47,236	C,D,E,F,H
	Nevada	MOST/Alternate	Yes	Yes	S	Yes	9	20	696,187	59,139	20,272	C,D,E,F
	New Hampshire	Alternate	No	No	S	Yes	14	24	716,937	88,092	9,467	C,D,E,F,H,J
	New Jersey	Off-Street/On-Street	Yes	No	N	No	30	100	5,238,015	214,215	95,409	C,D,E,F
	New Mexico	MOST/Off-Street	Yes	Yes	K,S	Yes	33	17	244,500	9,540	50,058	F
	New York	MOST ¹ /On-Street	Yes	Yes ¹	N	No	105	138	9,715,670	425,168	174,911	F,(G) ¹⁶
	North Carolina	Off-Street	No	No	N	No	190	367	4,049,269	195,564	73,216	F,H,I,J,K
	North Dakota	Alternate	Yes	Yes	N	Yes	62	25	434,173	34,905	31,480	D,E,FG
	Ohio	Off-Street	Yes	No	N	No	93	167	7,336,386	539,350	271,570	D,F
	Oklahoma	MIT ²	Yes	Yes	N	Yes	102	59	2,075,309	7,846 ²³	105,963	C,D,E,FG,H,J
	Oregon	MOST ¹ /Alternate On-Street	Yes	Yes	N	No	55	120	1,900,000	235,000	77,557	C,D,E,F,I,J
	Pennsylvania	Off-Street	Yes	Yes	K,S	No	77	102	7,469,884	436,790	207,170	—
	Rhode Island	Off-Street/On-Street	No	No	N	No	5	8	610,730	52,401	27,048	A,B,C,D,E,FG,H,I,J,L
	South Carolina	Off-Street	No	Yes ¹⁷	N	Yes	48	120	2,086,570	55,962	37,119	D,FG ¹⁸ ,H,J
	South Dakota	MOST/Alternate	Yes	Yes	K,S	Yes	88	45	520,898	N/A	38,956	A,B,C,D,FG
	Tennessee	MOST/Alternate On-Street	Yes	Yes	N ²²	No	101	222	3,006,746	190,683	100,879	A,C,D,E,F
	Texas	On-Street	Yes	Yes	N	No	34	339	10,988,076	733,141	309,015	A,D,E,FG,H,I,J,K
	Utah	MOST ²	Yes	Yes	N	No	15	54	1,100,000	228,000	N/A	A,C,D,E,FG,H,I,J
	Vermont	Alternate	Yes	No	N	Yes	11	15	385,078	42,915	22,168	A,D,E,F
	Virginia	MOST ¹ /Off-Street/ On-Street	Yes	Yes	N	Yes	120	174	3,772,441	217,632	81,825	C,D,E,F,H,J
	Washington	Alternate	Yes	Yes	N	Yes	57	259	2,972,976	261,582	126,466	D,E,F,H,J
	West Virginia	None	No	No	N/A	No	N/A	42	1,298,586	N/A	32,270	FG,J
	Wisconsin	MIT/MOST Alternate	Yes	Yes	X	Yes	126	199	3,192,135	268,672	190,612	D,E,F
	Wyoming	Off-Street	Yes	Yes	N	Yes	37	83	390,502	40,314	N/A	A,B,D,E,F,J

1. In some sites as a pilot or research project
2. Some sites
3. Only 14 and 15 year olds licensed
4. Effective 10/1/84

MOST — Motorcycle Operator Skill Test
Alternate — Alternate MOST
MIT — Motorcycle In-Traffic Test
Alternate MIT

Parts of Motorcycle Test Waived for Rider Course Graduates

- P. Partial
- N. None
- K. Knowledge
- S. Skill
- X. In control group

Vehicles Registered as Motorcycles

- A. 3-wheel all terrain vehicle
- B. All terrain with more than 3 wheels
- C. 3-wheel service vehicle (cushman type)
- D. Modified 3-wheel (shuttle seat)
- E. Modified 3-wheel (bench seat)
- F. Motorcycle with side car

- G. Mopeds
- H. No pedals (small displacement 2 wheel vehicle without pedals)
- I. Mini-bikes
- J. Motorcycles
- K. Golf Carts
- L. Snowmobiles

The Motorcycle Operator Skill Test (MOST)

Nearly three years of research resulted in the development of a new motorcycle operator testing procedure. Research shows the test works. In comparison with an existing state test, the Motorcycle Operator Skill Test (MOST) showed a 15 percent reduction in accidents. When coupled with a rider training program, accidents were reduced 21 percent.

The MOST contains nine exercises that test the skills riders need to operate safely in traffic. Since the test only requires an area 50 x 125 feet, it can be set up in a parking lot. The MOST has been proven to be effective. Some states, however, do not have enough space available to adopt the MOST. The Alternate MOST was developed specifically for these areas. It includes modified portions of important exercises in the MOST along with other basic control exercises.

The Motorcycle Operator Manual (MOM)

In addition to the skill test, a new manual is available for motorcycle operators. The Motorcycle Operator Manual (MOM) includes information on proper protective gear, handling different road surfaces and reacting to emergencies. License applicants in a study group increased their knowledge 15 percent by reading the manual. MSF provides free printer's negatives on a loan basis to states adopting the manual.

The Motorcycle Knowledge Test

The Motorcycle Knowledge Test was developed from the contents of the Motorcycle Operator Manual. Using multiple choice questions and line drawings, the test emphasizes areas critical to safe riding. MSF will provide a set of tests and slides for duplication to states using automated testing machines.

The Motorcycle In-Traffic Test (MIT)

The MOST and Alternate MOST are designed for off-street testing. Several states do not have off-street testing facilities or prefer to administer an in-traffic test. The MIT consists of 21 test situations considered to be most important for the safe operation of a motorcycle in traffic. The applicant is scored by an examiner following the motorcycle in another vehicle.

The Motorcycle Skill Test Practice Guide

The Practice Guide is designed to provide motorcycle license applicants with a series of exercises that they can practice in a parking lot before they take their skills test. These exercises are not meant to replace a rider education course but simply to provide practice on necessary skills before testing. MSF provides free printer's negatives on a loan basis for states that would like to provide this booklet to motorcycle applicants.

The Sharing The Road With Motorcycles Information

Studies have shown that most motorcycle accidents are caused by drivers of other vehicles. MSF has developed information for state driver's manuals entitled *Sharing The Road With Motorcycles*. It gives other drivers information on conditions and situations commonly faced by motorcyclists.

This information was assembled by the Motorcycle Safety Foundation licensing department. Licensing authorities in all 50 states and the District of Columbia were directly contacted by MSF for an update on the information listed in this chart. Although this information was obtained from the most authoritative sources available as of September 1986, the Motorcycle Safety Foundation is not responsible for its accuracy or completeness.

STATE MOTORCYCLE OPERATOR LICENSING PROCEDURES

Program efforts and improvements in licensing as well as education are needed to help reduce motorcycle accidents, deaths and injuries. The Motorcycle Safety Foundation has aided in this effort through research (i.e., development of improved motorcycle operator licensing examinations) and the training of state licensing personnel.

Current licensing requirements and procedures by state, for 1986, are outlined below. Nearly all states require a special motorcycle license or endorsement for all individuals regardless of age, have a special knowledge test for motorcycle operators, and inspect the motorcycle or check for a valid inspection sticker. The minimum age for obtaining a motorcycle license ranges from 14 to 18.

1986 STATE MOTORCYCLE OPERATOR LICENSING PROCEDURES

STATE	SPECIAL LICENSE OR ENDORSEMENT	DURATION OF LICENSE	MINIMUM AGE WITH DRIVER EDUCATION	LEARNER'S PERMIT	MINIMUM AGE WITHOUT DRIVER EDUCATION	RIDER EDUCATION PRE-REQUISITE TO LICENSING	SKILL TEST ADMINISTRATION ON (APPT) OR WALK-IN WITH BASIS	REEXAMINATION REQUIRED	VISION	KNOWLEDGE	OFF STREET	IN TRAFFIC
Alabama	Yes ^{1, 14}	4	14	No	14-16 ¹⁵	No	N/A	No	Yes	Yes	No	No
Alaska	Yes	5	—	2 yrs 150cc or less	14-16 ¹⁵	No	APPT, WI	Yes	Yes	No	No	No
Arizona	Yes	4	16	6 mo	16	No	APPT	Yes ²	Yes	Yes ²	Yes ²	No
Arkansas	Yes	2/4	16	No	16	No	WI	No	No	No	No	No
California	Yes	4	16	1 yr	18	No	APPT	Yes	Yes	Yes	No	No
Colorado	Yes	4	16	180 dys	16 ³	No	WI	Yes	Yes	No	No	No
Connecticut	Yes	4	16	60 dys	18	No	APPT, WI	No	No	No	No	No
Delaware	Yes	4	16	60 dys	18	No	WI	No	Yes	No	No	No
D.C.	Yes	4	16	60 dys	16	No	APPT	Yes 70-74	Yes 70-74	Yes 70+	Yes	Yes
Florida	Yes	4/6	—	90 dys	15 ⁴	No	APPT	Yes	Yes	Yes	Yes	No
Georgia	Yes	4	16	6 mo	16	No	WI	Yes	Yes	No	No	No
Hawaii	Yes	2/4	15	90 dys	15	No	APPT	Yes	Yes	Yes	No	No
Idaho	No	N/A	14	No	16	No	WI	No	Yes	No	No	No
Illinois	Yes	3/4	16 ⁷	1 yr	18	No	WI	Yes ⁸	Yes	Yes	No	No
Indiana	Yes	2/4	15	Yes	16 1mo	No	WI	Yes	Yes	Yes	No	No
Iowa	Yes	2/6	16	2 yrs	18	Yes ⁹	APPT, WI	Yes	Yes	Yes ²	Yes ⁹	Yes ¹⁰
Kansas	Yes	4	14	6 mo	14 ¹¹	No	WI	Yes	Yes	Yes	No	No
Kentucky	Yes	4	16	6 mo	16	No	APPT, WI	No	No	No	No	No
Louisiana	Yes	4	15	No	15	No	WI	No	Yes	No	No	No
Maine	Yes	4 ²⁴	16	1 yr	17	APPT, WI	Under 17	No	Yes	No	No	No
Maryland	Yes	4	16	180 dys	18	No	WI	Yes	Yes	No	No	No
Massachusetts	Yes	4	16 ¹²	1 yr	17	No	APPT	No 4 yrs	Yes ¹²	No	No	No
Michigan	Yes	4	16	150 dys	18	Yes ¹³	APPT, WI	No	No	No	No	No
Minnesota	Yes	4	16	45 dys	18	Yes ⁹	APPT, WI	Yes	Yes	No	No	No
Mississippi	Yes	4	15	60 dys	15	No	WI	No	No	No	No	No
Missouri	Yes	3	16	60 dys	16	No	WI	Yes ²¹	Yes	No	No	No
Montana	Yes	4	15	6 mo	16	No	APPT, WI	Yes	Yes	Yes ³	Yes ³	Yes ³
Nebraska	Yes	4	16	1 yr	16	No	WI	Yes	Yes	No	No	No
Nevada	Yes	4	16	8 mo	16	No	APPT, WI	Yes	Yes	Yes ²	Yes ²	No
New Hampshire	Yes	4	16	30 dys	18	No	APPT	Yes	Yes	No	No	No
New Jersey	Yes	4	17	90 dys	17	No	APPT	Yes every 10 years	No	No	No	No
New Mexico	Yes	4	15	6 mo	16	No	APPT	Yes, 2 yrs	Yes ¹²	No	No	No
New York	Yes	4	16	1 yr	16 ¹⁶	No	APPT	Yes ¹⁸	Yes	Yes	Yes	No
North Carolina	Yes	4	16	No	18	No	APPT, WI	Yes	Yes	Yes	Yes	No
North Dakota	Yes	4	14 ¹⁸	6 mo	16 Under 16	Yes	APPT	No	Yes	No	No	No
Ohio	Yes	4	16	6 mo	18	No	APPT	Yes	Yes	No	No	No
Oklahoma	No	2	14	No	14 ²⁰	No	WI	No	No	No	No	No
Oregon	Yes	4	16	Yes	16	No	APPT, WI	No	No	No	No	No
Pennsylvania	Yes	2/4	—	120 dys	16	No	WI	No	No	No	No	No
Rhode Island	Yes	2	16	90 dys	18 New only	Yes	APPT	Yes	Yes	No	No	No
South Carolina	Yes	4	15	6 mo	15	No	APPT, WI	Yes	Yes	No	No	No
South Dakota	Yes	4	—	No	14	No	WI	Yes ²¹	No	No	No	No
Tennessee	Yes	4	14	No	16 ²⁴	No	WI	No	No	No	No	No
Texas	Yes	4	15 ²³	1 yr	18 Under 18	Yes	WI	Yes	Yes	No	No	No
Utah	Yes	4	16	60 dys	16	No	WI	Yes	Yes	Yes	No	No
Vermont	Yes	2/4	16	60 dys	18	No	APPT, WI	No	No	No	No	No
Virginia	Yes	5	16	1 yr	18	No	WI	Yes	Yes	No	No	No
Washington	Yes	4	16	90 dys	18	Yes	APPT	Yes	Yes	Yes ³	Yes ³	Yes ³
West Virginia	No	N/A	16	60 dys	16	No	N/A	No	No	No	No	No
Wisconsin	Yes	2/4	16	6 mo	18	No	APPT	Yes ¹⁸ 2 yr	Yes ¹⁸	Yes ¹⁸	Yes ¹⁸	Yes ¹⁸
Wyoming	Yes	4	16	90 dys	16	No	WI	Yes	Yes	Yes	Yes ³	No

- E Eye Protection
H Helmet
1 Under age 16
2 If driving record warrants
3 At examiner's discretion
4 Motorcycle only applicants
5 Permit issued at 15½ if enrolled in approved course
6 Restricted to 150 cc
7 Age 16-17 restricted to less than 150cc
8 Age 69 and older required to pass complete exam every 3 years
9 New applicants or expirations of one year or more
Those with education have test waived

- 10 except for 10½ random select
11 Not normally administered
12 Age 14-15 restricted to and from work and school
13 Each renewal
14 After failing skill test twice effective 1/1/84
15 Age 14 for motor driven cycle license; age 16 for motorcycle license
16 Age 14 for motor driven cycle; age 16 for motorcycle license
17 Class B (16-18) motorcycle license or permit not valid in New York City; Nassau County has special restrictions
18 Select sites only
19 Only if there is a legitimate complaint against operator ability
20 Under 16 restricted to 200cc or less
21 Age 14 to 15 restricted to 125cc or less
22 Only when expired or revoked
23 Age 14-16 restricted to five brake horsepower or less
24 Age 15 restricted to not more than 125cc
25 After age 65, every 2 years
26 Age 14-15 and motorcycle-only applicants
27 New applicants or expirations of one year or more
Those with motorcycle education may have test waived

This information was assembled by the Motorcycle Safety Foundation licensing department. Licensing authorities in all 50 states and the District of Columbia were directly contacted by MSF for an update on the information listed in this chart. Although this information was obtained from the most authoritative sources available as of September 1985, the Motorcycle Safety Foundation is not responsible for its accuracy or completeness.

MOTORCYCLE ACCIDENT STATISTICS BY STATE

Based on numerous criteria, the Motorcycle Safety Foundation has compiled the following national and state motorcycle accident statistics for 1985.

In 1985 the number of reported motorcycle accidents increased only 0.3% and fatalities increased only 0.9% compared to 1984. Slight increases were also reported for the number of accidents and fatalities per 10,000 motorcycle registrations.

1985 MOTORCYCLE ACCIDENT STATISTICS

		Registrations	Reported Accidents	Accidents Per 10,000 Registrations	Fatalities	Fatalities Per 10,000 Registrations	Fatalities Per 100 Accidents
National	1985	5,238,761	170,275	325.03	4,627	8.83	2.72
	1984	5,405,453	169,685	313.91	4,584	8.48	2.70
State Data - 1985							
Alabama	(1,2,4,9,10,12-14,19,23,30)	66,176	2,437	368.26	62	9.37	2.54
Alaska	(8,16,20,26,32)	14,432	301*	208.56	5	3.46	1.66
Arizona	(1,9,20,25,30)	78,430	4,289	546.86	118	15.05	2.75
Arkansas	(1,4,5,9-13,19,23,27)	28,844	1,442	499.93	36	12.48	2.50
California	(1,3,5,9,12,20,26,30)	702,782	28,629	407.37	826	11.75	2.89
Colorado	(1,4,9-13,20,23,28)	115,000*	2,746	238.78	71	6.17	2.59
Connecticut	(1,4,9,12,21,26,28)	61,242	2,838	463.41	87	14.21	3.07
Delaware	(1,4,9,19,23,28)	8,360	333	398.33	19	22.73	5.71
Dist. of Col.	(1,9,22,23,30)	3,385	615	1,816.84	6	17.73	0.98
Florida	(1,4,9,12,15,22,26,32)	239,840	11,669	468.53	277	11.55	2.37
Georgia	(1,2,9,10,12,19,26,32)	89,556	2,220	247.89	80	8.93	3.60
Hawaii	(1,4,9-13,15,19,25,30)	10,607	412	388.42	11	10.37	2.67
Idaho	(1,9-14,19,25,30)	47,854	899	187.86	30	6.27	3.34
Illinois	(1,2,4,9,10,19,25,30)	241,105	3,482	351.80	189	7.84	2.23
Indiana	(1-5,7,9-13,15,18,25,27)	133,232	4,496	337.46	105	7.88	2.34
Iowa	(1,3-5,9,20,25,32)	188,277	2,040	108.35	57	3.03	2.79
Kansas	(1,2,9,20,23,30)	78,739	1,681	213.49	36	4.57	2.14
Kentucky	(1,9,10,12,18,26,32)	38,799	1,809	466.25	47	12.11	2.60
Louisiana	(1,6,9,14,22,26,32)	113,667	2,011	176.92	80	7.04	3.98
Maine	(1,9,19,26,30)	37,950	1,107	291.70	25	6.59	2.26
Maryland	(8,16,18,26,32)	70,500	3,099*	439.57	63	8.94	2.03
Massachusetts	(1,9,21,26,32)	94,999	4,990*	525.27	76	8.00	1.52
Michigan	(8,16,22,26,32)	203,226	4,356*	214.34	148	7.28	3.40
Minnesota	(1,4,9,20,25,31)	151,449	2,748	181.45	78	5.15	2.84
Mississippi	(8-10,12,22,26,27)	25,653*	835	325.50	32	12.47	3.83
Missouri	(1,2,6,9-15,20,23,30)	98,766	2,577	260.92	64	6.48	2.48
Montana	(1,5,9,13,19,23,30)	35,119*	461	131.27	36	10.25	7.81
Nebraska	(1,4-7,9,11-15,19,24,28)	42,548	1,239	291.20	26	6.11	2.10
Nevada	(1,4,7,9-15,19,25,32)	20,013	858	428.72	20	9.99	2.33
New Hampshire	(8,16,22,26,32)	49,629*	1,408*	283.71	36*	7.25	2.56
New Jersey	(1,16,22,26,28)	95,500	4,782*	500.73	59	6.18	1.23
New Mexico	(1,3-5,9-13,19,26,32)	52,236	2,334	446.82	49	9.38	2.10
New York	(1,2,4,7,9,20,23,30)	216,688	8,428	388.95	212	9.78	2.52
North Carolina	(1,7,9,20,25,30)	67,632	2,846	420.81	98	14.49	3.44
North Dakota	(8,16,21,26,32)	30,596	380	124.20	8	2.61	2.11
Ohio	(1,9,11-13,18,25,30)	277,487	7,855	283.08	207	7.46	2.64
Oklahoma	(8,16,22,26,32)	104,457	2,279	218.18	84	8.04	3.69
Oregon	(1,9,10,12,20,26,32)	89,886	1,714	190.69	68	7.57	3.97
Pennsylvania	(1,9,11,15,22,23,30)	201,069	5,548	275.93	164	8.16	2.96
Rhode Island	(8,16,22,26,32)	28,042*	456	162.61	16*	5.71	3.51
South Carolina	(8,16,18,26,32)	37,119	2,432	655.19	88	23.71	3.62
South Dakota	(1,3,9-13,20,26,32)	37,905	551	145.36	15	3.96	2.72
Tennessee	(8,9,18,25,28)	85,985*	2,819	349.60	90	10.47	3.19
Texas	(1,2,4,6,9-14,22,26,30)	277,551	11,142	401.44	367	13.22	3.29
Utah	(8,9-13,15,20,25,28)	71,923*	1,635	227.33	37	5.14	2.26
Vermont	(8,16,22,26,32)	28,001*	483*	172.49	13*	4.64	2.69
Virginia	(1,4,9,12,20,26,32)	83,920	2,962	352.96	96	11.44	3.24
Washington	(1-5,9,19,25,32)	125,224	3,699	295.39	85	6.79	2.30
West Virginia	(1,2,4,9,10,12,19,26,32)	32,270	276	85.53	21	6.51	7.61
Wisconsin	(1,9,20,23,32)	188,331	4,289	227.74	92	4.89	2.15
Wyoming	(1-4,9-13,15,20,25,30)	16,760	338	201.67	12	7.16	3.55

* Estimated

Footnotes

Registrations: (vehicle types included)

1. Street-legal motorcycles
2. Mopeds and other motorized bicycles of 50cc or less
3. Off-road motorcycles
4. Scooters
5. 3 or 4-wheeled all-terrain vehicles (sometimes known as ATVs or ATCs)
6. Other types of vehicles
7. Title only, no street registration (license plate) issued
8. Description not available

Accidents: (vehicle types included)

9. Street-legal motorcycles
10. Mopeds and other motorized bicycles of 50cc or less
11. Off-road motorcycles
12. Scooters
13. 3 or 4-wheeled all-terrain vehicles (sometimes known as ATVs or ATCs)

14. Other types of vehicles
15. Title only, no street registration (license plate) issued
16. Description not available

Accident-Damage Threshold

17. \$0-\$50 property damage threshold
18. \$100-\$200 property damage threshold
19. \$250-\$350 property damage threshold
20. \$400-\$500 property damage threshold
21. \$600-\$1,000 property damage threshold
22. No property damage figure specified available

Accident-Description:

23. Accident listed as "property damage, personal injury or fatality"
24. Accident listed as "any reported motorcycle accident"

25. Accident involving death, injury or property damage that begins on roadway
26. Other Not available

Fatalities:

27. Number of fatal accidents in which a motorcycle was involved
28. Number of motorcyclists and passengers fatally injured in a motorcycle accident
29. Motorcycle operators only
30. Number of motorcyclists, passengers, and others (such as pedestrians) fatally injured in a motorcycle accident
31. Unintentional death resulting from motorcycle accidents on a public traffic way
32. Description not available

Source: Compiled by Motorcycle Safety Foundation, Costa Mesa, CA., as of August 1, 1986

STATE MOTORCYCLE EQUIPMENT REQUIREMENTS

Each state governs the operation, registration, and licensing of motor vehicles. In general, motorcycles registered for use on public highways are required to meet the equipment requirements in the state in which they are registered. This is in addition to compliance with Federal Motor Vehicle Safety Standards which is required by the motorcycle manufacturers.

The most current state equipment requirements, as of June 1986, are listed below.

STATE MOTORCYCLE EQUIPMENT REQUIREMENTS, JUNE, 1986

	SAFETY HELMET	EYE PROTECTION	REARVIEW MIRROR	BRAKES	HANDLEBAR HEIGHT	PASSENGER SEAT*	PASSENGER FOOTRESTS*	PASSENGER HANDHOLD*	HEADPHONES PROHIBITED	TURN SIGNALS	SPEEDOMETER/ ODOMETER	HEADLIGHT DAYTIME USE	PERIODIC INSPECTION
Alabama	*			e-13	e-17								
Alaska	e-5	e-k	e-11	e-13	e-17								
Arizona	e-4	e-j		e-12	e-17								e-23
Arkansas	*			e-12									
California	e-9			e-13	e-19				e-n	e-b		e-i	e-25
Colorado				e-12									e-25
Connecticut		e-j		e-13.g	e-17							e-e	e-25
Delaware	e-1.7			e-12	e-17								
Dist. of Col.		e-j		e-13	e-17.#						e-20		
Florida				e-13	e-17				e-o				
Georgia		e-j		e-12	e-17								
Hawaii	e-1.4	e-i		e-12	e-17								
Idaho	e-4			e-12									
Illinois				e-12	e-19								
Indiana	e-4	e-4		e-13	e-17								
Iowa				e-12	e-17							e-h	
Kansas	e-4	e-j			e-19							e-q	e-25
Kentucky				e-12						e-b			
Louisiana		e-i	e-10	e-12	e-17								
Maine	e-3			e-12	e-19								
Maryland	e-1.4	e-j	e-11	e-12	e-17		e-h	e-n			e-h		e-24
Massachusetts		e-i		e-13	e-17								
Michigan		e-2.j		e-13	e-17								e-25
Minnesota	e-4.m	e-j		e-12	e-19			e-n					e-25
Mississippi				e-12	e-14.#						e-20.#		
Missouri				e-12	e-17.#								
Montana	e-4			e-13									
Nebraska				e-12	e-16								
Nevada		e-j	e-11	e-13	e-17								
New Hampshire	e-4	e-j		e-12	e-17		e-h			e-h			
New Jersey	e-1	e-j		e-12	e-19								
New Mexico	e-1.4	e-j		e-13	e-17								e-25
New York	e-1			e-13	e-17			e-n	e-a.#	e-21.f			
No. Carolina	e-1.4			e-12									
No. Dakota	e-1.4			e-13	e-17								
Ohio	e-4.8	e-j		e-12	e-17								e-25
Oklahoma	e-4	e-j	e-11	e-13	e-15						e-20		
Oregon	e-4			e-12	e-19				e-b				e-25
Pennsylvania			e-d.#	e-13	e-19						e-h		
Rhode Island	e-p			e-12	e-19						e-20.a		
So. Carolina	e-1.6	e-6.j		e-13	e-17								
So. Dakota	e-4	e-j		e-12	e-17								
Tennessee		e-j		e-12	e-17								
Texas	e-1.4			e-13	e-17.#								
Utah	e-4			e-12	e-19		e-h				e-22.#		
Vermont	e-1	e-j			e-17								
Virginia		e-j		e-13.c	e-17								
Washington		e-j	e-11	e-13.a	e-17								e-25
W. Virginia	e-1			e-12	e-17								
Wisconsin	e-4.m	e-k		e-12	e-18								e-25
Wyoming	e-4			e-12	e-17								

- * Requirement in law
- If carrying a passenger

1. Reflectization
2. Where speeds exceed 35 mph
3. Under 15 years, with learner's permit or for 1 year after obtaining license
4. Under 15 years
5. Under 19 years
6. Under 21 years
7. Possession by all, wear under 19 years & by instruction permit holders
8. Novice license holders
9. Under 15 years
10. Left side
11. Left and right side
12. One wheel
13. Both wheels
14. Maximum of 10" above fasten point

15. Maximum of 12" above fasten point
16. Maximum of 15" above fasten point
17. Maximum of 15" above seat
18. Maximum of 30" above seat
19. Handgrips below shoulder height
20. Speedometer
21. Speedometer with both mile and kilometer calibrations
22. Odometer
23. Annual emissions inspection
24. Upon transfer of title
25. Random
- a. If originally equipped by manufacturer
- b. For motorcycle manufactured after 1-1-73
- c. For motorcycle manufactured after 7-1-74
- d. For motorcycle manufactured after 4-1-77

- e. For motorcycle manufactured after 1-1-80
- f. For motorcycle manufactured after 9-1-80
- g. For 1974 or later model year motorcycle
- h. For 1977 or later model year motorcycle
- i. Manufacturer requirement for motorcycle manufactured after 1-1-78
- j. Except if equipped with windscreen
- k. Except if equipped with windscreen 15" or higher
- m. Instructional permit holders
- n. Prohibited in both ears simultaneously
- o. Except helmets with speakers
- p. For passengers
- q. For motorcycle manufactured after 1-1-78
- r. In rider's possession

* Required by inspection regulations

Many state inspection regulations require that any equipment installed on a motorcycle must function properly even though the equipment is not required by law.

Although this chart represents information from the most authoritative sources available as of the date shown above, the Motorcycle Industry Council is not responsible for accuracy or completeness.

Information concerning equipment requirements in Canada can be obtained from the Motorcycle & Moped Industry Council (MMIC) at 45 Richmond St., West Suite 204, Toronto, Ontario, Canada M5H 1Z2, (416) 869-3748.

MOTORCYCLE
USAGE

STATE OFF-HIGHWAY MOTORCYCLE REQUIREMENTS

Off-highway motorcycles and all-terrain vehicles are subject to a wide variety of regulations for use in nearly every state. Individual states may have a vehicle registration program, an operator license requirement or specific equipment requirements. Several states are also developing a special off-highway fund through the registration program or gasoline tax rebates based on the amount of fuel used off-highway. This money is then used for the acquisition, development or maintenance of off-highway vehicle use facilities.

The chart below summarizes the requirements of each state for vehicles and operators as of June, 1986. The requirements specified below do not necessarily apply to ATVs. For information on ATV requirements contact the Specialty Vehicle Institute of America at the address on page 44.

STATE OFF-HIGHWAY MOTORCYCLE REQUIREMENTS, JUNE, 1986

MOTORCYCLE
USAGE

State	OFF-HIGHWAY REGISTRATION	VEHICLE TITLE	OPERATOR LICENSE	OFF-HIGHWAY EQUIPMENT REQUIREMENTS										RIDER EDUCATION	STATE OHV FUNDING	OHV ADVISORY COUNCIL	TOTAL MOTORCYCLES USED OFF-HIGHWAY AT SOME TIME
				MINIMUM AGE TO OPERATE	LIGHTING	BRAKES	MUFFLER	SPARK ARRESTER	OTHER								
Alabama		7															95,400
Alaska		7	•-12D														35,200
Arizona		•					•-C										79,600
Arkansas		7													Yes		95,600
California	•-1A	•			•-17	•	•-19C	•-20		30	•-26			Yes			463,800
Colorado		8					•-19C										85,800
Connecticut	•-5A	7			•	•	•										31,300
Delaware	•-4A	8	•-11		•-17	•	•-19C	•	•-21	30	•-25						7,100
Dist. of Col.		•															200
Florida	•-5BE	8															146,100
Georgia		8				•	•										110,500
Hawaii		8															N/A
Idaho	•-5A	8					•-19			30	•-25	Yes					47,300
Illinois		7															116,000
Indiana	•-4BE	•-9	•-12	•	•-18	•	•-D				•-25						92,500
Iowa		8															59,000
Kansas		7															44,300
Kentucky		7															56,300
Louisiana		•															123,300
Maine	•-6B	8		•-17C		•-19C	•	•-29	3.30	•-25							30,900
Maryland	•-5BD	7	•-2D	•-15	•-17D	•-D	•-19D				•-25						39,000
Massachusetts	•-5B	7		•-12	•	•-19	•	•-21									45,800
Michigan	•-6A	8	•-13	•-17	•-18	•-19C	•		30	•-25	Yes						160,200
Minnesota		•-9															99,700
Mississippi		•-9															69,800
Missouri		•															88,500
Montana		8															35,200
Nebraska		8															39,100
Nevada		•-9						•									23,300
New Hampshire	•-4B	8	•-11	•-17	•-18	•-19	•	•-31	10.30	•-27	Yes						26,200
New Jersey		8															62,400
New Mexico	•-5A	•															35,000
New York	7	8															152,800
No. Carolina		8										Yes					90,000
No. Dakota		8															24,300
Ohio	•-5A	8	•-E	•-14	•-17	•	•-19D				•-25						141,700
Oklahoma		8		•-17D	•	•-D	•-D	•-21D			Yes						86,900
Oregon		7		•-17	•	•-19	•-D										77,200
Pennsylvania		8				•-D	•-20D										160,800
Rhode Island	•-5B	•	•-15	•-17	•	•-19C	•-23										8,000
So. Carolina		•-9				•-D											37,100
So. Dakota		•				•-D											21,400
Tennessee		•				•-D	•-D	•-22D									114,200
Texas		•				•-D	•-20D	•-21D									283,400
Utah	•-4B	8	•-16	•-17	•	•-19C		•-24	30	•-25	Yes						80,600
Vermont	•-5A	8	•-11	•-17C	•-C	•-19C											12,700
Virginia		8															72,300
Washington	•-4A	8		•-17	•	•-19	•		30	•-26	Yes						106,800
W. Virginia		7															51,400
Wisconsin		8								•-28	Yes						91,100
Wyoming		8															21,900
U.S. TOTAL																	4,076,000

- Requirement in Law
- 1 Except street-registered OHVs. Identification sticker required to transport competition OHV
- 2 Unless supervised
- 3 Required under 18 years
- 4 Except street-registered OHVs or OHVs in races
- 5 Except street-registered OHVs
- 6 Except OHVs in races
- 7 At owner's option
- 8 Not issued for OHVs
- 9 Required only if ten exists
- 10 Required for ages 12-16 to cross highway
- 11 12 unless supervised
- 12 14 unless supervised
- 13 16 unless supervised or 12 with OHV safety certificate
- 14 16 unless supervised. Minimum 12 in state OHV areas
- 15 Minimum 12/16 unless supervised in state OHV areas
- 16 16 unless supervised
- 17 Night operation only
- 18 Specific performance requirements
- 19 Decibel sound limit specified
- 20 Approved by U.S. Forest Service
- 21 Approved helmet
- 22 Helmet and eye protection
- 23 16 sq. in. reflective material each side of OHV and approved helmet in OHV areas
- 24 Approved helmet in competitive events
- 25 Registration and other fees
- 26 Fees and gasoline tax allocation
- 27 Registration and other fees. Gas tax refund for off-highway use
- 28 Special appropriations
- 29 Approved helmet if under 15
- 30 Safety education & info program available
- 31 Helmet and eye protection if under 18
- A By Motor Vehicle Registration Agency
- B By Recreation Management Agency
- C Except in authorized competitive events

- D Administrative regulation; applies only in state OHV areas
- E Applies only in state OHV areas

OHV SOUND LEVEL LIMITS

CA Manufactured before 1973 92 dBA, 73-74 88 dBA, 75 and after 86 dBA

CO Manufactured 1971-72 86 dBA, 73 and after 84 dBA, different local limits also permitted

DE Manufactured 1976 and after 88 dBA or EPA limit

ID 92 dBA

MD Manufactured after 6/76 86 dBA, 79 and after 84 dBA

MA 105 dBA

ME Must meet Federal EPA Standards

MI Manufactured before 1973 90 dBA, 73-74 88 dBA, 75 and after 86 dBA or EPA limits

NH Manufactured 1973-74 88 dBA, 75 and after 86 dBA

ND 85 dBA

OR In use, Model year 1975 and before 102 dBA, 75 and after 99 dBA. Certification 1977-82 models 81 dBA, 83-87 78 dBA, 87 and after 75 dBA. Racing, 105 dBA.

TEST PROCEDURES

RI Manufactured after 5/72 82 dBA, after 5/74 73 dBA

UT 92 dBA

VT 82 dBA

WA 95 dBA or 105 dBA

TEST PROCEDURE

a Acceleration test 50 feet incorporating SAE J331a or similar test method

b Passby test 50 feet

c Passby test 20 feet

d Stationary test 20 inches

e Measured at 50 feet. Test procedure not prescribed

Although this chart represents information from the most authoritative sources available as of the date shown above, the Motorcycle Industry Council is not responsible for accuracy or completeness.



The Motorcycle Owner



NUMBER OF OWNERS AND RIDERS, OWNER'S SEX, MARITAL STATUS, AGE, EDUCATION

It is estimated that the 7.7 million motorcycles, scooters and ATVs in use were owned by 6 million owners and operated by 8.9 million riders in households owning these vehicles and another 30 million riders in households not owning these vehicles.

1985 consumer research indicates that 91% of the owners were male and 9% were female, and one half were married. The average owner age was 30 in 1985 compared to 27 in 1980.

High school was the highest level of education attended by about half (53%) of the owners, and almost two fifths (37%) had achieved some college or post graduate education in 1985.

MOTORCYCLE OWNER PROFILE: NUMBER OF OWNERS AND RIDERS, SEX, MARITAL STATUS, AGE, EDUCATION

6,000,000 Estimated Motorcycle, Scooter, and ATV Owners in 1985
8,850,000 Estimated Riders in 1985 in Households Owning These Vehicles
30,000,000 Estimated Riders in 1985 in Households Not Owning These Vehicles

THE
MOTORCYCLE
OWNER

Sex	% of Total Owners	
	'85	'80
Male	91.3%	92.1%
Female	8.7%	7.9%

Marital Status	% of Total Owners	
	'85	'80
Single	47.7%	51.7%
Married	50.2%	44.3%
Not Stated	2.1%	4.0%

Age	% of Total Owners	
	'85	'80
Under 18	16.6%	24.6%
18-24	20.2%	24.3%
25-29	18.6%	14.2%
30-34	13.6%	10.2%
35-39	8.7%	8.8%
40-49	12.5%	9.4%
50 and Over	7.9%	5.7%
Not stated	1.9%	2.8%
Mean Age	29.7 yrs.	26.9 yrs.

Highest Level of Education	% of Total Owners	
	'85	'80
Grade School	8.6%	13.5%
Some High School	16.0%	18.9%
High School Graduate	36.5%	34.6%
Some College	20.4%	17.6%
College Graduate	12.0%	9.2%
Post Graduate	4.8%	3.1%
Not Stated	1.7%	3.1%

Note: The owner is defined as the primary rider, and the rider is the operator, not the passenger of the vehicle.

Source: 1980 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, April 1981.
1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

OWNER OCCUPATION, INCOME, RIDING EXPERIENCE AND MOTORCYCLE OWNERSHIP

Of the owners employed in 1985, 22% were laborers or semi-skilled laborers, another 18% held professional or technical positions, and another 15% were mechanics or craftsmen.

In 1985 about 29% of all owners were students, compared with 27% in 1980.

Of the owners indicating their household income for the prior year, the average income for 1984 was \$25,900 compared to \$17,500 for 1979.

The average motorcycle owner has been regularly riding for eight years and has owned three motorcycles.

OWNER PROFILE: OCCUPATION, INCOME, RIDING EXPERIENCE, MOTORCYCLE OWNERSHIP

Occupation of Owner	% of Total Owners	
	'85	'80
Laborer/Semi-Skilled	22.2%	20.7%
Professional/Technical	18.3%	18.8%
Mechanic/Craftsman	14.7%	23.3%
Manager/Proprietor	9.1%	8.6%
Clerical/Sales	8.1%	9.3%
Service Worker	6.4%	7.1%
Farmer/Farm Laborer	6.4%	4.6%
Military	1.6%	1.9%
Other	4.6%	0.0%
Not Stated	8.6%	5.7%

Household Income for Prior Year	% of Total Owners	
	'85	'80
Under \$10,000	10.6%	9.1%
\$10,000-\$14,999	9.0%	13.0%
\$15,000-\$19,999	11.2%	13.9%
\$20,000-\$24,999	8.5%	12.9%
\$25,000-\$34,999	17.8%	12.5%
\$35,000-\$49,999	13.9%	5.9%
\$50,000 and over	6.8%	2.4%
Don't Know	22.2%	30.3%
Median	\$25,900	\$17,500

Years Regularly Riding Motorcycles*	% of Total Owners	
	'85	'80
1-2	13.9%	21.1%
3-5	22.3%	27.6%
6-10	28.3%	29.8%
Over 10	34.5%	18.6%
Not Stated	1.0%	2.9%
Median (yrs.)	8.0	6.0

Total Motorcycles* Ever Owned	% of Total Owners	
	'85	'80
1	22.4%	25.6%
2	20.1%	21.4%
3-4	26.8%	26.5%
5-9	18.5%	16.0%
10 or more	11.0%	7.6%
Not Stated	1.2%	2.9%
Median (cycles)	3.0	3.0

* Scooters and ATVs not included

Note: The owner is defined as the primary rider.

Source: 1980 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, April 1981.

1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati Ohio, February, 1986.

OTHER NATIONAL MOTORCYCLE ORGANIZATIONS



AMERICAN MOTORCYCLIST ASSOCIATION

P.O. Box 6114
33 Collegeview Road
Westerville, Ohio 43081-6114
(614) 891-2425

Membership Information 1-800-AMA-JOIN

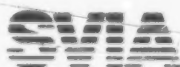
The American Motorcyclist Association, founded in 1924, is a voluntary membership organization for individuals who own and ride motorcycles. With a membership of over 135,000, the AMA has approximately 1,200 chartered clubs throughout the nation. The AMA sanctions over 5,000 amateur and professional events per year for the off-road and road riding enthusiast. The AMA also sponsors programs and contests to encourage involvement by motorcyclists in charitable work and community service. The AMA works with various government agencies and private organizations to promote and protect the interest of the American motorcyclist.



MOTORCYCLE SAFETY FOUNDATION

National Headquarters
3151 Airway Avenue
Building K-200
Costa Mesa, California 92626
(714) 241-9922

The Motorcycle Safety Foundation (MSF) was organized in 1973 to promote the safe use of motorcycles on the nation's public streets and highways. The MSF cooperates with the National Highway Traffic Safety Administration, state governments and other safety organizations to develop programs and materials to upgrade motorcycle operator education, and motorcycle testing and licensing procedures. Over 3,600 MSF Certified Instructors teach rider education at 650 permanent sites. Locations are available by calling 1-800-447-4700. The MSF has developed numerous publications, research studies and films on cycle safety and maintains contact with the media to increase motorcycle safety awareness.



SPECIALTY VEHICLE INSTITUTE OF AMERICA

3151 Airway Avenue
Building K-200
Costa Mesa, California 92626
(714) 241-9256

The Specialty Vehicle Institute of America was formed in 1983 to foster and promote safe and responsible use of specialty vehicles manufactured or distributed in the United States. The SVIA has developed and implemented a national ATV rider safety training program and offers an extensive array of safety publications to promote the responsible growth of the ATV market. Information on the ATV Rider Course is available by calling 1-800-447-4700.



AMERICAN ALL-TERRAIN VEHICLE ASSOCIATION

P.O. Box 6121
Westerville, Ohio 43081-6121
(614) 891-3290

MOTORCYCLE DEALERS ASSOCIATIONS

NATIONAL MOTORCYCLE RETAILERS ASSN.

1522 K Street, N.W., Suite 704
Washington, D.C. 20005
(202) 789-2250

INDEPENDENT MOTORCYCLE RETAILERS of AMERICA

5116 N. Cicero Ave.
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While this information is thought to be the most accurate available at the date of publication, the Motorcycle Industry Council assumes no responsibility for accuracy or completeness. Additions and corrections are solicited for future publications.

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